PHRIC HRRARY JUL 2 6 1944 DETROIT

# MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS

#### "Vanilla—An Aromatic Note"

By Robert Whymper

". . . no cultivated commodity or manufactured article of food has ever yet been improved, so far as aroma and flavour are concerned, by large-scale, mass-production . . ."

#### Dictionary of Raw Materials

"The purpose of this 'Dictionary of Raw Materials' is purely informative. We wish to help the man who makes candy gain a fuller knowledge of his art by giving him specific information on the material he uses."

#### Fudge Is A Profit-Maker

By James E. Mayhew

"Now is the time to push one of America's own, favorite candy creations, that good, 'home-made' sweet, FUDGE!"

> V READ, CHECK, FORWAR President

- ☐ General Manager □ Superintendent
  - □ Purchasing
  - ☐ Chemist
    - □ Sales Manage □ Advertising

No missing flavor strength





# FELTON FLAVORS

No, sir, there is no flavor missing when you use FELTON flavors. FULL BODIED!... DELICIOUS!... ECONOMICAL!... FELTON flavors enable you, too, to maintain high standards of quality and taste appeal that will pay you big dividends, now, and certainly for years to come. There is a FELTON Flavor for every kind of candy... tested in the batch, perfect for every purpose.

Write us for samples of flavors in which you are particularly interested.



FELTON

599 JOHNSON AVE., B'KLYN, N.Y. • BRANCHES IN PRINCIPAL CITIES

Manufacturers of Flavors, Essential Oils, Aromatic Chemicals



# MAIN NUTRITIVE VALUES OF VITAMINS & MINERALS

Dried skimmilk has been so important in the War of Food that the whole world has demanded it. Result: Candy manufacturers are caught short. SUPERMELK is a replacement guaranteed equal to skimmilk in the main vitamins, minerals, and protein level.

SUPERMELK (Skimmilk Replacement) is backed by 18 years' experience with replacement of milk's vitamins and minerals. Candy manufacturers using it speak highly of results obtained. Details and a five pound free sample will be sent upon request.

#### ORDER NOW!

# DAWE'S VITAMELK LABORATORIES, INC.

1 North La Salle Street, Chicago 2, III.
Milk Replacement Based on 18 Years' Experience

a Marth La Sall	Laboratories, Inc. Street, Dept. 30-F4
Chicago 2, lilin	ois

☐ Send us FREE, a 5 lb. sample of Supermelk (Skimmilk Replacement).

Firm Name

Address
City and State

By



TALK all you want about the quality, the texture and appearance of your candy, but remember this: The consumer's final impression will rest upon FLAVOR! So it behooves the manufacturer to take a long look at the flavors he uses for in the end it is these ingredients that will either sell or unsell the consumer on his line. One way to make sure that all your confections are pleasantly and properly flavored is to use FRITZSCHE Flavors throughout your line. A fraction costlier, perhaps, on an item or two than corresponding flavors of other manufacture, but you'll find over a period of time that the average for Fritzsche Flavors is one of greater economy and better flavor.

We've been making sweet goods flavors for nearly seventyfive years and what those years have taught us is being applied today toward the improvement and diversity of our products. Therefore, if you have a certain flavor, a limit of cost or a particular problem you'd like to consult us on, write us fully and the chances are we can help you.

# FRITZSCHE BROTHERS, Inc.

BOSTON CHICAGO LOS ANGELES ST. LOUIS TORONTO, CANADA MEXICO, D. F. ACTORIES AT CLIPTON, N. J. AND SEILLANS (VAR) FRANCE

#### THE

# MANUFACTURING CONFECTIONER

"READ WHEREVER CANDY IS MADE"

Pioneer Specialized Publication for Confectionery Manufacturers PLANT MANAGEMENT, PRODUCTION METHODS, MATERIALS, EQUIPMENT, PURCHASING, SALES, MERCHANDISING

#### Vol. XXIV, No. 7

July, 1944

#### EARL R. ALLURED



PUBLISHER & EDITOR P. W. Allured

ASSOCIATE FOITOR Edgar P. Mercer

TECHNICAL EDITOR W. H. Childs

CLINIC SUPERINTENDENT Eric Lehman

EASTERN MANAGER William C. Copp

> CIRCUILATION P. C. Heise

**ENGLISH REPRESENTATIVE** 

L. M. Weybridge
Hove, Sussex 21b Salisbury Rd.

SUBSCRIPTION PRICE: ONE YEAR, \$3.00 TWO YEARS, \$5.00 PER COPY, 35c

Entered as Second Class Matter at the Post Office at Pontiac, Illinois, under the act of March 3, 1879. Copyright, 1944, Prudence W. Allured.

#### IN THIS ISSUE

Vanilla—An Aromatic NoteBy Robert Whymper Mexican Vanilla Tops the List	17
Dictionary of Raw Materials  Designed to Aid the Buyer	20
The Manufacturing RetailerBy James E. Mayhew Fudge is a Profit-Maker	21
War Credit Congress Meets Confectioners Talk Post-War Credits	23
The Candy Clinic	24
Confectioner's Briefs	28
Dr. Guenther Returns from Trip	30
Greer Hand-Dipping and Cooling Tunnels Drawings Included to Show Systems	32
Machinery News	34
Patents	40
Around the World With Steven's Candy MailerBy Alida Linnaus First-Class Postage Speeds Candy Overseas	45
The Clearing House	50
Advertisers' Index	54

PUBLISHED MONTHLY ON THE ISTH BY

#### THE MANUFACTURING CONFECTIONER PUBLISHING COMPANY

Publishers of

THE MANUFACTURING CONFECTIONER - THE BLUE BOOK - THE CANDY BUYERS DIRECTORY

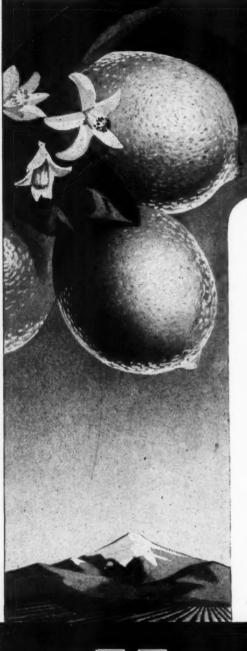


Publication Office: Pontiac, Illinois



**Executive Office** 400 West Madison St. (Daily News Bldg.) Chicago, 6, Illinois, Telephone Franklin 6369

Eastern Office 303 West 42nd St., New York City, 18, N. Y. Telephone . . . . . Circle 6-6456



### Flavor Freshness Uniformity

Constant attention to these important qualities has made Exchange Oil of LEMON first choice of American users.

The excellence that has always been associated with Exchange OIL of LEMON is checked by our expert chemists before every shipment.

Made by the largest producer in the Lemon Oil business today-always alert to the needs of the trade-the EXCHANGE group continues to supply its customers with the world's finest Lemon Oil.



ican Market exclusively by

#### OLCOTT COMPANY

180 Varick Street, New York, N. Y.

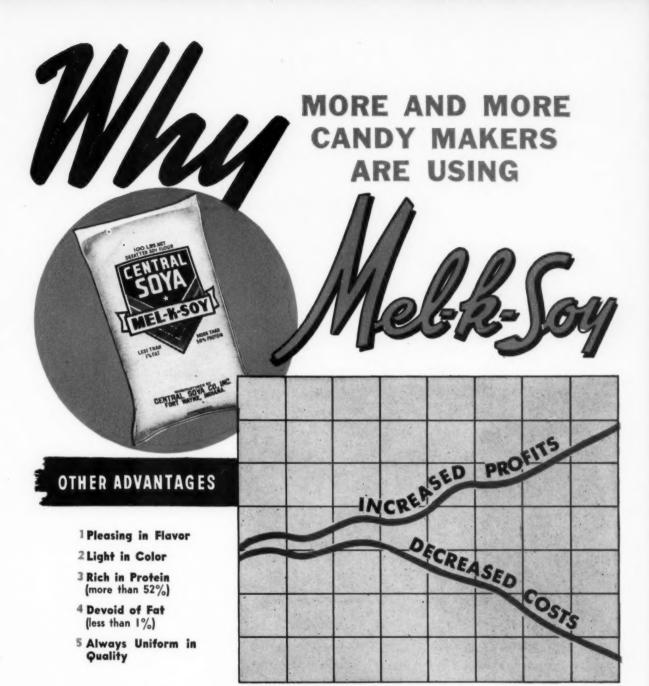
#### FRITZSCHE BROTHERS, INC.

76 Ninth Avenue, New York, N. Y.

Distributors for: CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPARTMENT, ONTARIO, CALIF.

Producing Plant: Exchange Lemon Products Co., Corona, California Copyright 1944, California Fruit Growers Exchange, Products Department

THE MANUFACTURING CONFECTIONER



More and more candy makers are using Mel-K-Soy profitably in producing quality candy and confectionery goods.

Millions of pounds of Mel-K-Soy are being used by candy manufacturers from coast to coast as a necessary ingredient—because of its proven nutritional, technical and economical advantages.

No other ingredient offering all these advantages is available at a comparable price.

Join the ever increasing number of candy manufacturers who are decreasing costs and increasing profits with Mel-K-Soy.

Ask your distributor for Mel-K-Soy or write direct for samples and information.

CENTRAL SOYA CO., INC.

PRODUCTS DIVISION \* FORT WAYNE, INDIANA



# Let's Save "The Baker's Dozen"!

Efficient food processing and packaging techniques are always good policy, but today are more important than ever before, because we must conserve both food and profit.

You can guard against loss by spoilage and contamination from insect infestation by systematic fumigation with Liquid HCN, used and endorsed by leading flour mills and other food plants throughout the country.

The correct method of fumigation for your mill, elevator, plant or warehouse will be recommended by an experienced fumigation engineer in your locality. Consult him freely. He will advise you without obligation. Write or wire us for his name and address.

#### LIQUID HCN FUMIGATION

15

EFFICIENT . ECONOMICAL CLEAN . TIME-SAVING

One of several standard methods of application will give positive insect control at minimum cost in your mill. Send for a copy of "The Liquid HCN Fumigation Manual."

#### AMERICAN CYANAMID & CHEMICAL CORPORATION



INSECTICIDE DEPARTMENT - A UNIT OF AMERICAN CYANAMID COMPANY 30-P Rockefeller Plaza, New York 20, N. Y. : Kansas City 6, Mo. : Azusa, Calif.





Government restrictions upon the Chocolate industry will necessarily limit production. We will however maintain our policy to make Merckens Chocolate Coating and Cocoa the best!

Taking care of our customer's needs will be our earnest endeavour although full cooperation with our government may prevent supplying every requirement.

#### MERCKENS CHOCOLATE CO., Inc.

Buffalo, New York

BRANCHES AND WAREHOUSE STOCKS IN
BOSTON, NEW YORK, CHICAGO, LOS ANGELES



### IF YOU USE BUTTER

YOU CAN IMPROVE YOUR CANDY'S GOODNESS



B.A.C. is an intensified extract of dairy butter oil, made to fit your particular needs and demands.

Highly economical because it is highly concentrated. Will not cook out. No refrigeration required.

Used by many prominent and successful confectioners.
Used by the U. S. Government for Armed Forces.

B.A.C. will improve your candy's flavor. You of Butter Scotch, Caramels, Fudges, Kisses and Puffs, Nut Rolls, Nougats, Bars, Toffee, and other pieces requiring butter.

Proven successful because B.A.C. gives your candy an even higher degree of delicious butter flavor than you can possibly get with natural butter or other methods.

B.A.C. has been used successfully in the making can taste the difference. Try it now. Just drop us a line—we will send you 1 gal. of B.A.C.—1 oz. will reconstitute 10 lbs. of natural fat to butter strength. Only \$18.00 a gallon. If you are not satisfied you will get a cash refund.

When ordering please state your cooking time and temperature.

#### ROBERT KORTRIGHT CO.

260 W. BROADWAY, NEW YORK 13, N. Y.

(Also write for low prices on substitute for coconut oil)

DIRECT LINE to good flavor

the 32" line

IMITATION CONCENTRATED CANDY FLAVORS

Thirty two wholesome flavors . . . from Apple through Walnut . . . a solid line of good taste and aroma.

Try the "32" line

and you're bound to soon try most of the other thirty one.

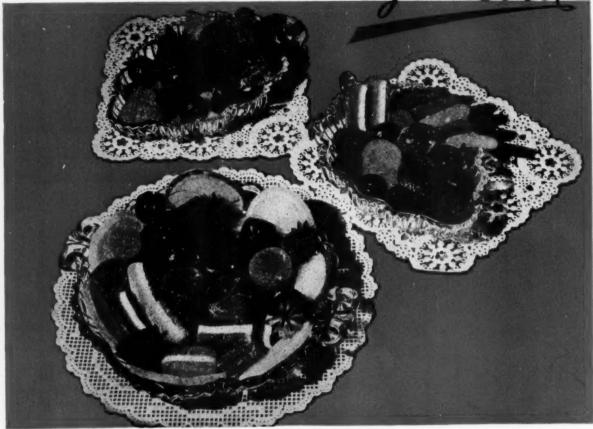
Strawberry • Peach • Tutti Fruitti • Walnut • Grape Cherry and other flavorful



DALLAS 1 . DETROIT 2 . MEMPHIS 1 . MINNEAPOLIS 2 . MEW Florasynth Labs. (Canada) Ltd. — Mentreal . Toronto . Vanca

#### FOR QUALITY CANDY

# Veg-A-Loid



The name Veg-A-Loid has become closely identified with quality candy. This vegetable colloid, introduced as an improved replacement for materials gone to war, made a solid reputation for itself in record time. America's candy makers put Veg-A-Loid to the test, gave it an A-1 rating because it enhanced taste, purity, quality and the utility of other ingredients.

That's why candy manufacturers are calling for Veg-A-Loid and making better candy!

Write for Recipe M and a sample for a trial Veg-A-Loid batch. Our Service Department is at your disposal.

#### UNUSUAL PRODUCTION FEATURES

- 1. No jamming or setting in depositors.
- Excessive amounts of acid can be added without inducing syneresis and setting time can be controlled.
- 3. Veg-A-Loid jellies can carry 5% more water without any bleeding or sweating.
- 4. Ratio of sugar and glucose can be varied to extremes.
- 5. Simple to handle, to cook; unbelievably fast drying.
- Requires no hot rooms, no soaking; produces no foam; cannot scorch.
- 7. A real time and labor saver.



T. H. Angermeier v Co.

MANUFACTURING SPECIALISTS TO THE FOOD INDUSTRY

245 Seventh Avenue, New York, N. Y.





# Slide-Rule Sidney isn't so popular...

 You may get tired of a chap who's always accurate to the fourth decimal. Still accuracy..uniformity..is mighty important in choosing ingredients for your batches.

That's one reason why candy-makers are using more and more SOYCO and SUPER-SOYCO... because each shipment is reliably uniform, controlled in production and laboratory-tested before delivery. Also, far more economical than egg.

#### SOY BEAN PRODUCTS CO.

210 NORTH CARPENTER STREET . CHICAGO

## UNIFORMITY. LOW COSTS? GET SOYCO

Candy-makers have proved beyond question that SOYCO cuts costs. First, it is just plain less expensive than egg albumen. Second, its reliable uniformity saves the time required to "save a batch" when off-color or off-flavor ingredients slip in. And third, it works faster and thus saves more production time.

In case you didn't know, SOYCO is an ideal whipping agent, a protein material derived from soy beans. In the candy field it has proved effective for any product requiring a whipping agent. Some like to mix it with egg, although plant tests show it works well alone in most cases.

Those preferring to mix SOYCO with egg find costs can be cut still further by using SUPER-SOYCO. This unique product combines SOYCO with egg under a distinctive process which assures full-blending and then spray-dried for quick solution. Available in three blends, SUPER-SOYCO saves the cost of double-stocking and mixing time and labor.

Test-cartons of both products may be obtained direct or from your broker. Always available, shipment usually within 48 hours. Don't let your competitors get any further advantage because you haven't used SOYCO...order now!

#### SOY BEAN PRODUCTS IN GENERAL USE:

SOYCO—low-cost protein derivative, ideal whip-agent for Candy Makers, Ice Cream Mfrs., Bakers, Suppliers, Food Processors. SUPER-SOYCO, liquid-blends of SOYCO with albumen, gives extra value in special cases.

TenDRYzed SOYNUTS, tenderized and preserved by our distinctive dry-roast, are blended orused alone by Candy Makers, Bakers, Ice Cream Mfrs., Suppliers, Roasters, and Others.

ALLIED PRODUCTS under development include SOYETTES, a finished confection of dry-roasted salted soys. Others being tested in actual production will be listed from time to time.

CANADA DISTRIBUTOR: H. LAWTON & CO., TORONTO



Pioneers in Egg Dehydration, we offer the Confectionery Trade first quality Albumen in the following forms: FROZEN WHITE • FLAKE ALBUMEN • POWDERED ALBUMEN SPRAY ALBUMEN • also EGG YOLK: FROZEN OR DRIED

Send for samples!

DOMESTIC EGG PRODUCTS, INC. (a subsidiary of DOUGHNUT CORP. OF AMERICA)

393 Seventh Avenue, New York 1, N. Y.

Plants at: WITCHITA FALLS.

Texas

CHICKASHA Oklahoma

McKENZIE

NASHVILLE Tennessee



#### **FAVORITE FOUR**

**Products for Confectioners** 

#### NUTCORETTES

An ideal substitute for almonds in dipping and panning. Their tempting delicious flavor and economy assure you of increased volume and profit.

#### **FLAVORING SPRINKLES**

An excellent product for topping your candies and cookies. Assorted colors. Packed in barrels.

#### CHOCOLATE NUTCORETTE PASTE

An excellent candy center of tempting flavor.

#### PURE FAVORITE BRAND VANILLA EXTRACT

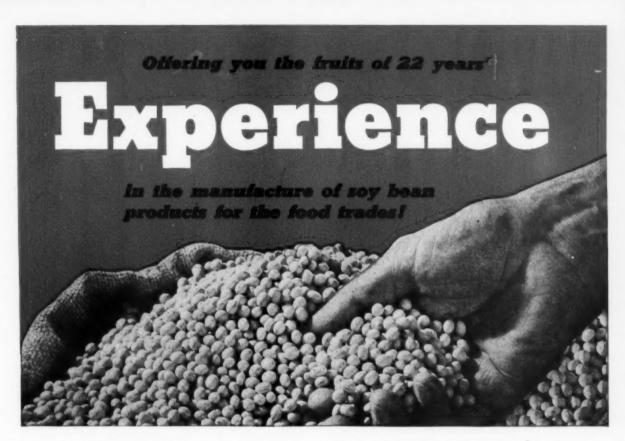
Years of experience and painstaking effort have produced our Favorite Brand Vanilla extract of uniform quality which is unsurpassed.

### WOOD & SELICK, Inc.

36 Hudson St.

New York 13, N. Y.

Branches: Chicago, Baltimore



One of the most valuable assets we possess is the experience we have had in the soy bean field. The Staley Company is the only firm in the industry with a 22-year background in the production of soy bean products for the food trades. We have seen soy flour grow from a novel experiment into a staple and indispensable ingredient whose uses are even yet broadening and increasing.

Modern soy flour is one of the world's richest and most economical sources of high-quality protein. It has a

wide range of applications in the food field, for improving the taste, color, texture-keeping qualities, and nutritional values of a great many different types of food products.

If you are not already making effective use of soy flour in your formularies, mail the coupon below with just a word as to your particular requirements. We'll gladly rush you all the data you need for a complete understanding of the advantages soy flour can offer you. Attach coupon to your letterhead and mail today.



#### How Soy Flour is Used in the Confectionery Field

First a substitute, then a staple, now an indispensable ingredient, soy flour is still growing in popularity as its advantages become more generally recognized throughout the candy industry. Send for full description of the uses and advantages of soy flour in candy making.

A. E. STALEY
MFG. CO.
Industrial Sales Division, Decatur, III.
STALEY'S SOY GRITS
STALEY'S HI-FAT SOY FLOUR STALEY'S LC-FAT SOY FLOUR

		N	41	g	. 1	C	0.																	
Decatur	, III.			_																				
Please 8	bend	w	10	4	40	137	ar	ı	nt.	0	i	la	*	a	•	o	W	Pa	ii	20		-	h	e
uses of s	oy n	ou	II.	10	1	n	e	•	0	EI)	æ	CI	LEC	U	16	E.	y	H	ıU	ıu	18	U	,	9
especial	ly in	t	he	1	H	O	dı	10	ti	io	n	0	f											
1	7																							
				*						*			*	*		*		*		*	*	*		×
				* '									*	*		*		*		*	*	*		
Name				* .																				
															_									
Name Address															_									

# VANILLA--

# AN AROMATIC NOTE

By ROBERT WHYMPER

Within the writer's knowledge, no cultivated commodity or manufactured article of food has ever yet yet been improved so far as aroma and flavour are concerned by large scale mass-production-at least, we can say with emphasis that this is true of Cacao and Vanilla, while such essentials as wheat flour, sugar and cooking-fats rely, perhaps rightly, for their appeal on their neutrality. There are reasons for this truism, which may have exceptions that help to prove the rule, though we are unaware of them-and the main reason is that, in order not to spoil the delicate and fine aromatic qualities of a flavourful product, a great deal of time and care has to be expended in proper control during growing and preparation, which cannot be done by mechanical gadgets but only by expert craftsmen. And time and care and expert craftsmen engaged in producing things of exceptional flavour and aroma are expensive items for which, unfortunately, most Food Manufacturers are seldom prepared to

It requires no experience, but only sufficient credit, to hire a wooden dummy or the latest, most popular comedian to say a thing is good over the radio and so obtain big and quick sales, but even the selectinglet alone the growing and prepara-tion—of the best possible raw ingredients on the market and seeing that the best results are consistently obtained from them need expert knowledge and that stroke of genius which has been said to be "the infinite capacity for taking pains." Flash business can be enormously increased by radio programmes, and mass-production will enable saleable articles to reach the hands of even the very poor through the cheapening of manufacture thereby-and this is all to the good provided that it is not accepted as an essential corollary that, because a food-product has the widest distribution and greatest sale, it is necessarily the best that can be produced from the standpoint of palatibility. The excessive forms of most radio advertising, which must be kept up if the large, stimulated sales are to repeat, are like shots in the arm-a habit that must be continued if the public is not to suffer from reaction. For the people (God bless them!) are frankly fickle and not particularly discriminating in taste owing to their peculiar form of education pounded into them by inconsistent radio-vaudvillians and other odd types of advertisers. But the finest quality of product never lets you down.

It is interesting, but seldom appreciated by the largest users (there being no financial profit to be gained thereby), that the two most popular flavours among civilized peoples today—Chocolate and Vanilla—are native to, first discovered by the western world in, and found at their best when coming from Middle America. For these reasons alone, therefore, we should admire our near if only occasionally honoured neighbors not only as pioneers in the flavour-field but as still the masters in the production of these two uniquely fine morale-building factors which, in spite of the most intense research and the expenditure of vast sums of money, have never been equalled by chemical synthesis or, indeed, by nature outside Middle America. For the Cacao from Venezuela, Ecuador and the West Indies, and the Vanilla from Mexico, their native homes, are unbeatable for their aromatic qualities. And it is curious also that these two



A group of green, uncured, vanilla beans.

aristocrats of the flavour-world have become so intermarried through the centuries that Chocolate flavour has become confused in most minds with Vanilla, and until Chocolate without some kind of Vanilla flavour is unthinkable to the large majority of American people.

In a former article we covered briefly the Cacao situation, but now, when we come to consider Vanilla, we are up against a slightly different problem, since, while no one, as yet, has been able to synthesise even an approximation to true Chocolate flav-

our (and it is not for want of trying), chemists have been successful in producing by synthesis or conversion a chemical that bears some semblance to true Vanilla flavour in the form of the aldehyde "Vanillin." It is true that chemists have identified the aldehyde as constituting some 2-3% of the best Vanilla Beans, but there still remain 98-97% of other things in the natural Vanilla, only a few of which are known as definite chemical entities, that make the difference between natural Vanilla and synthetic Vanillin as great as the difference between genuine Caviar (at about \$20.00 per lb.) and the artificially coloured eggs of fish other than the sturgeon, until recently sold as "Caviar" in many stores at 25 cents the quarter pound.

The word "Vanillin" much more nearly approaches to the word "Vanilla" than does the synthetic aldehyde to the Vanilla for which nature is responsible—which is unfortunate in many ways, since to most persons without College education in the United States, the two words are synonymous. Such a situation reduces to absurdity any label declaration of contents of a Candy or the like, insisted upon by elaborate Pure Food and Drug Regulations said to be designed by intelligent experts to protect the poor, easily deluded public against every conceivable form of misrepresentation by word or deed, or misconception in the minds of the

majority. It would be more ethical to call "Vanillin" by its proper name, "Methylprotocatechuic Aldehyde," or "M. A." for short, or by any other title than the one so close to the natural thing containing, at most, 3% of it. For it is the concomitants with Vanillin in Vanilla Beans, and not the one aldehyde alone, that give the body and exceptional character to the fine aromatic qualities of true Vanilla, and that lift natural Vanilla out of the class of synthetic flavours, in much the same way that synthetic Rubber, though rubbery in consistency, should not be termed "Rubber" since it bears little real or chemical relation to natural Rubber, however valuable both synthetics may be in certain directions. In both cases, too, the chemists would dearly like to know what all the concomitants are -for, then, true synthetic Vanilla flavour and true synthetic Rubber might become realities instead of present dreams.

It would be folly to suggest that even the primitive synthetic Rubber of today, on the one hand, and syn-







Top: The vanilla beans are stored every night for forty nights, in "sweat boxes" and removed and dried under the hot sun during the day. Center: Vanilla beans spread out to dry and cure under the bright sun. For forty days and forty nights this drying and sweating process goes on. Bottom: Natives gathering up the vanilla beans to take them inside at the close of day. The natives tie strings between their thumbs so that they can hold more beans in their hands wihout dropping them when handling.



A bundle of green, uncured vanilla beans.

thetic Vanillin, on the other, have not immense commercial value and very real importance at the present time, for, in fact, they have several applications in certain industries and uses where they are sometimes better than the natural products. For example, white icings and candies and such confections where strength rather than delicacy of flavour is desired are better served by Vanillin than by true Vanilla. But, in this matter of Vanillin, it should not be overlooked that there is Vanillin and Vanillin, just as there is Vanilla and Vanilla—the best Vanillin being undoubtedly derived from the eugenol of natural Clove Oil, the best Vanilla coming from Mexico. Nor should it be ignored that, for many food-products, natural Vanilla, as bean or extract, may be advantageously fortified with the best Vanillin or other aromatic synthetics.

The Vanilla Bean of commerce is the seed-pod of the orchid known botanically as "Vanilla planifolia" which, though native to Mexico, has been transplanted to and grown extensively under cultivation in Réunion, Seychelles, Tahiti, Java and the West Indies among other places. The present writer has grown Vanilla in Ceylon where, though the plant grows satisfactorily, the finished beans are definitely of inferior quality largely owing to their primitive methods of culture and curing. The so-called "Bourbon" Vanilla today comes mostly from Madagascar and from a few other (formerly) French islands in the Indian Ocean off the south-east coast of Africa, while the beans from Réunion (the original Bourbon) are seldom seen on the Amercian market owing to the peculiar fact that they do not keep well in this climate. Both Bordeaux and Marseilles in France were the world's clearing-houses for Bourbon Vanilla, in which the writer spent many long but aromatic months making a survey of Vanilla Bean markets.

While, generally speaking, the Mexican Vanilla is better than the Bourbon, there are certain differences between the two, particularly in the method of final curing, that cause marked differences in the appearance of the two when they come to market. "Bourbons" have to show an efflorescence of natural Vanillin crystals. known as "givre," before they are considered prime for use, while "Mexicans," though also capable of showing a similar efflorescence under certain treatment, are judged the better when sleek, glossy and apparently moist in appearance. However, the final value of the Vanillas is assessed not by appearance but from their aromatic qualities-and, from this standpoint, the palm goes to "Mexi-

As stated above, there are Vanillas and Vanillas, but one can go farther and say also that there are Mexican Vanillas and Mexican Vanillas-for all Vanillas from Mexico are not of equally fine quality. Mexico supplies only about one-fifth of the world's usings of Vanilla Beans-some quarter of a million pounds in 1943—the best coming from the State of Vera Cruz. But, even there in the home of the best Vanilla, the beans are not always picked at their most perfect state of ripness (which must not be full maturity when the pods dry, split and scatter their seed) owing largely to the activity of the local thieves; and, too often, beans are taken from the vine unripe either by the thief because the greater opportunity was there or by the grower fearful lest his pods at their perfection should prove too attractive to his light-fingered neighbors. A similar trouble arises in most Cacao-producing countries also, as mentioned in a previous article. Moreover, in Mexico there grows the wild plant known as "Baynilla cimarona" producing smaller and less aromatic beans which sometimes come onto the market but cannot compare with the cultivated article known locally as "Baynilla corriente."

The Vanilla grower in Mexico sel-

dom cures his own beans today, having all that he can do to grow them successfully which includes the fertilization of each blossom by hand, among other laborious processes. When properly ripe, the green beans are transported to near-by markets where they are bought by trading companies who cure and export them. Then begins the long and tedious process of curing which starts with bundling the beans, wrapping them in blankets and palm leaves, and subjecting them to a 24-hour heat-treatment during which the beans sweat. Then follow alternate exposures to the sun by day and to furthur sweating in special bins by night—this dayand-night treatment going on for many weeks. The process of curing may take as long as six months to complete, and during this time the rather unpleasant odour of the green beans changes, by fermentation, into the delicate flavour so typical of the best Vanilla. At the same time the beans change in colour from green to brown and lose some 80% of their weight by drying-out. It is small wonder, then, that Vanilla Beans are not cheap by the time they reach the hands of the consumer, yet, when one considers the unique beauty of true Vanilla that has made it the most popular of all flavours, the cost should not carry any weight with the producer of "quality" goods.

Exactly what takes place in the beans during their protracted processing is not known, for all fermentation operations are highly involved. The change of colour from green to brown is only to be expected during the treatment described, but what is responsible for the conversion of the unpleasantly smelling contents of the green beans into the highly aromatic principles of the finally cured beans is more difficult to determine. We do know, however, that about 2% of Vanillin, some highly aromatic Anisic Alcohol, some Vanillic Acid (odourless), about 11% of a fixed oil, 2-3% of a soft resin, and sugars, gums and oxalate of lime are all to be found in a relatively free state in the cured Vanilla Beans of commerce, and it is the presence of these and other freed substances, and not of Vanillin alone, that is responsible for the true Vanilla flavour that no chemist has yet been able to match but which, by the alchemy of nature, is produced at its finest in the seed-pods of the orchid that had its first home and still thrives best in Mexico.

# The Orange Oil With Freshest Flavor And Truest Aroma!

Orange Oil is our business, and EXCHANGE Brand is your assurance of matchless flavor, freshness, and uniformity — your benefit of over 20 years of our experience in satisfying the requirements of American users.

Ask our Jobbers for Samples

#### DODGE & OLCOTT COMPANY 180 Varick Stroat, New York, N. Y.

#### FRITZSCHE BROTHERS, INC.

76 Ninth Avenue, New York, N. Y.

Distributors for: CALIFORNIA FRUIT GROWERS EXCHANGE PRODUCTS DEPT., ONTARIO, CALIF.

#### Producing Plant:

Exchange Orange Products Co., Ontario, California

Copyright 1943, California Fruit Growers Exchange, Products Dept.



# DICTIONARY OF RAW MATERIALS

CANDY is a food product, containing, we believe a greater variety of raw materials than any other food. Many of the raw materials which enter into the confectionery field do not have definite standards: variations may occur from manufacturer to manufacturer. Other products have been standardized according to trade custom.

It is not our purpose to advocate more Government regulations nor to criticize trade customs. The purpose of this "Dictionary of Raw Materials" is purely informative. We wish to help the man who makes candy gain a fuller knowledge of his art by giving him specific information on the material he uses.

At the present time, raw materials are short and in many instances, unobtainable. A seller's market exists.

As a result, much "distressed merchandise" is on the market. We realize the conditions faced by the raw material producers but we believe this is a time where care in buying materials is of paramount importance.

And in order to be ready for the post-war years, when it is expected all raw materials will be available, we wish to start on this comprehensive work. We expect the Dictionary of Raw Materials to run in series form. It is just one of our many contributions to a better approach to candy making.

The post-war era should mean an industry *Quality Minded*. This will require more intelligent workmanship. We suggest that every man in your factory see and study this Raw Materials Dictionary. This series will be reprinted in booklet form when completed.

#### Acetic Acid

<code>PRIMARY...</code>U. S. P. 99.0% or Glacial, C. P. 99.5%. Colorless liquid with sharp odor.

#### Agar Agar

PRIMARY.—Grade (1 to 3) (whiteness determines grade). Clean and dry. U. S. P. Jelly Strength. Free from foreign odor or flavor. Shreds, coarse or fine powder, flakes.

#### Alcohol

PRIMARY.—190 Proof. Cologne Spirits, Ethyl Alcohol. U. S. P. (Federal permit required)

#### Almond Oil. (See Essential Oils)

#### **Almond Paste**

PRIMARY.—Pure. Sweet. Fresh. Free from mold and insect infestation. A plastic product made by cooking bleached and ground sweet almonds with blanched and ground bitter almonds, water and sugar. Should contain not over 14% moisture and not more than 40% total sugars calculated as invert sugar. OPTIONAL.—Must not contain apricot, peach kernels or bitters.

See Kernel Paste.

#### Almonds, Shelled

PRIMARY.—Crop year. Kind or origin (Jordan, Malaga, Valencia, Palma, Girgenti, Sicilian, Domestic, etc.). Selected or ungraded. Grade A: whole almonds assorted to size, containing not more than 15% meats, the skins of which have been nicked in the course of shelling. Grade B: "Sheller Run" meats graded or ungraded as to size, containing in either case not more than 15% by weight, broken or split meats. Grade C: "Whole and Broken" meats ungraded as to size, containing whole meats with not more than 30% by weight broken or split meats. Grade D: "Pieces" meats not otherwise graded or classified. Sound and sweet. Free from mold and insect infestation. Good flavor and white meats. Low in shell particles and dust. Count per ounce.

OPTIONAL.—On Bulk Almonds: Sifted (state when last sifted) or unsifted. For dipping, topping or pan-

ning; count per ounce. Free from dark spots. Mark. Gross or net on bags.

#### Almond Pieces or Twins

PRIMARY.—Crop year. Kind or origin. Pieces or twins. Sound and sweet. Low in shells and dust. Free from mold and insect infestation. Good flavor and white meats.

OPTIONAL.—Free from dark spots. On Twins: low percentage of shriveled kernels.

#### Aniline Colors. (See Certified Colors).

#### Anise Oil. (See Essential Oils)

#### Apple Butter

PRIMARY.—Year packed. Pure. Made from sound fresh apples. Good flavor. Free from mold and fermentation. Within standards for lead and arsenic. Not less than 43% soluble solids content.

OPTIONAL.—Year packed. Pure. Made from sound dried apples. Good flavor. Free from mold and fermentation, and within the standards of above Primary.

#### Apples, Dried

PRIMARY.—Crop year. Origin. Grade. How cut. Sun-dried or evaporated. Bleached or unbleached. Sound and clean. Good flavor and texture. White color. Limit of sulphur dioxide content. Not over 24% moisture. Within standards for lead and arsenic. OPTIONAL.—Free from particles of peel and core, spots, mold, and animal matter. Uniform dryness, not over 24% moisture. Within standards for lead and arsenic (under 2.7 parts per million of lead or 1.4 of arsenic trioxide). Free from insect infestation.

#### Apricots, Dried

PRIMARY.—Crop year. Origin. Kind. Graded or slab. Grade. Sun-dried or evaporated. Bleached or unbleached. Sound and clean. Free from mold and insect infestation. Firm perfect fruit. Properly dry. Not over 26% moisture. Tender skins. Bright uniform color, free from dark spots. Good flavor and texture. Limit of sulphur dioxide. Within standards for lead and arsenic. Brand.

(Continued next month)



# THE Manufacturing RETAILER



#### Fudge Is A Profit-Maker

By JAMES E. MAYHEW Candy Industrial Service

The first entry on the summer "candy problem-parade" for the retail manufacturer is:

"What would be the best goods to make for the warm weather?"

We are all anxious to keep our candy sales up to par, and to give the consumer something that will not only satisfy his sweet tooth, in sugar content, but will assure us that there will be no more guessing about the volume of our summer candy sales.

Now is the time to push one of America's own, favorite candy creations, that good, "home-made" sweet, fudge!

Fudge is a popular confection. It is made almost universally in the home, as well as in candy shops and factories throughout the land. It is one of our favorite sweets wherever candy is sold.

In one of the late reports from the Bougainville, South Pacific, fighting fronts, we learn that the boys there are making their own fudge and that their success is assured as long as the sugar supply lasts. These fighting men, far from home, wanted their favorite candy, fudge, so they started making it over a small gasoline stove. Their final decision? "It was fine!"

When our men at the front can overcome all obstacles to get their fudge, then the retail candy stores in America should make good progress in the production of this same favorite item. There are very few items in the whole candy line that offer more possibilities than fudge.

#### Many Materials Available

Practically all the ingredients now used in the candy industry can be used in fudge.

That fact alone, should prove that there is a great future in the fudge business if you will but make use of the large variety of raw materials from which you have to choose.

With the wide variety of raw materials, you can picture the wide and choice assortments of good, wholesome fudge that can be made. Fudge has been sold anywhere from 10c to \$1.00 per pound. It is easy to make in any or every location and at any price. It does not require expensive equipment.

For years, in the home and factory, fudge has been finished by pouring it out in sheet form. When cold, it is marked and broken into squares. A more modern and attractive way to finish and display fudge and to give it a more finished and inviting appearance can be developed so as to bring it into line with other packaged goods that are now finding ready sale.

Today, the great cry is for food value and vitamins, for every ailment, in all the food we eat.

What other confection offers more possibilities and which enable us to add the necessary vitamins, too, than fudge? Milk, cream, butter, chocolate, coconut, eggs, vegetables, fats and oils, the new soy products, nuts, cereals, and fruits, all contain a good percentage of the various vitamins and good food values that are so neces-

sary to a proper diet. And, we must not forget SUGAR, that great energy-giving food.

#### A Great Opportunity

You have a wonderful variety of raw materials to choose from and a candy that is easy to make and produce in quality and/or quantity so this should prove to be something worthwhile working on, improving or working in your own ideas so as to bring out the best there is in the candy and in the candymaker.

It it well to understand the different methods or processes and cooking temperatures as they make quite a change in the texture of your product. The methods of finishing your fudge will also be a controlling factor in the finished product.

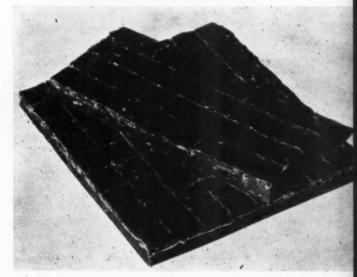
Fudge should be a candy where every practical candy maker can show his ingenuity and ability. No matter what kind of material you may have, if you are short on practical candy experience or technique, it would be hard to produce a uniform product with the proper texture and finish.

Candy makers who have not had the chance to work on fudge, should read up on the subject. There are a number of good books written by practical candy makers that give you the benefit of their many years of experience.

Others who can assist you in the production of a better fudge, are the producers of raw materials; they can show you the proper use of such ingredients as soy products, invert sugar, milk products, lecithin, etc. They have valuable data to help you.

Your method of cooking is important. Some candy

Fudge is a favorite candy among service men and women as well as  $\epsilon$ mong home-folks. It's a profit-maker.



makers believe the only way to make a perfect fudge is by steam cooking, others by use of the open fire. It makes no difference whether you cook by open fire, steam, coal, gas, electric, or vacuum, as long as you know how to cook.

Any of the methods may develop a particular or distinct flavor of its own, or a little different flavor than the other cook would make. This may be the very point you are looking for to make your fudge a success.

#### Finish Affects Texture

The finishing of the fudge has a lot to do with the texture and your problem will be the same as in the cooking, "know-how." Experienced fudge makers get good results by different methods, some prefer cooling tables or a cold marble, others a warm or thin marble, others prefer wooden tables or trays, and still others cast their fudge in starch. All of these methods have proven successful when applied by men experienced in that method.

Again, we suggest that each man must develop his own method and take into consideration the equipment and material with which he has to work. A few suggestions may be in order, not that we are trying to teach a candy maker how to make candy, but as an exchange of candy ideas.

The great majority of candy makers are apt, willing, resourceful and deeply interested in their work, and fully capable of solving their own problems when given the proper material, equipment and backing.

We have now come to the time when we can talk about making a batch of fudge. The equipment necessary will be a candy furnace, a few cooking kettles, two candy marbles or cooling tables, (one for fondant cream, the other for hard candy and special goods), two wooden candy tables, a candy thermometer and a number of candy tools and utensils.

When you have decided on the formula best suited to your customers in quality and price, with your shop in good order and everything neat and clean, you should have all the material in readiness for the batch.

#### Measure Accurately

Weigh and measure accurately if you wish uniform goods. When you start the cooking, you must be very careful that the batch will not scorch—this means constant stirring if you have no mechanical cooker. When the batch has reached the proper cook, remove from fire and cool for a short time before adding the cream fondant, special egg whip or Fondex, nuts, fruits and flavor.

When this has been thoroughly mixed and cooled to the proper consistency, it is time to spread the batch on the cooling table that has a frame or iron bars on all four sides so that the fudge will be of the proper thickness then line the enclosure with heavy oiled paper. Pour the batch in and spread it evenly; some rough the fudge after it sets a short time; others leave it smooth on top and mark it one-fourth inch deep with a knife before it has cooled off. If you wish a mixed nut top, place the mixed nuts on top as soon as the batch is poured on the table so that the nuts will set in the fudge by the time it is cold.

All fudge should be marked with a sharp knife about one-fourth inch deep before the batch gets cold. Most fudge is left to set four to eight (4 to 8) hours before packing.

When you have developed a batch of fudge that is your choice, it would be well to see how many different ways

you could improve on the method of handling the batch, to give it a more finished appearance in shape and design, so that when you would make an assortment of fudges you could pack a box that would look rich and tempting to any customer or as a gift for a friend.

One way to develop a neat and delicious looking box is to make an assortment of fudges, such as chocolate with nuts mixed through the batch or with a nut on top, plain vanilla fudge with pecan or walnuts on top, chocolate marshmallow, coffee fudge with ground nuts on top, or light coconut fudge with nuts, cherries, pineapple mixed through the batch.

When the assortment is ready, cut the fudge with a knife in square or oblong pieces, then place in paper cups. This should be packed so the nuts and fruits would show.

A good fudge, when properly packed, should show up and look so delicious that wherever it is on display, there will be new tunes on the cash register.

Now is the time the Fudge business can go into an alltime high if the thousands of candy makers will put their experience and ideas back of it. We are submitting, herewith, a few fudge formulas as a token of cooperation from one candy maker to another:

#### **Fudge Formulas**

#### Milk Chocolate Fudge

- 5 Pounds Granulated Sugar
- 5 Pounds Corn Syrup
- 3 Pounds Condensed Milk
- 1 Pound Evaporated Milk
- 1 Pound Liquor Chocolate
- Cook to 242 Degrees F-Cool a little then add
- 4 Pounds Fondant Cream (80 Sugar—20 corn syrup)
- 2 Pounds Milk Chocolate
- 6 Ounces Corn Syrup

Make plain or with Pecans. Pour in paper lined trays one (1) inch thick, cut in squares or 5c bars.

#### Fresh Cream Fudge

- 4 Pounds Granulated sugar
- 3 Pounds Corn Syrup
- 1 Quart Fresh Cream 20% butterfat
- 2 Pounds Condensed Milk
- 8 Ounces Nuco Butter 1/4 ounce salt
- Cook 240 Degrees F-Cool for a few minutes, then add
- 3 Pounds Fondant Cream (80 sugar—20 Corn Syrup)
- 1/2 Pound Egg whip or Fondex
- 1/2 Pound Corn Syrup

Vanilla Flavor to taste

You can make this batch plain or with coconut and nuts.

#### Chocolate Fudge

- 4 Pounds Granulated Sugar
- 4 Pounds Corn syrup
- 4 Pounds Evaporated milk
- 1 Pound Sweet Chocolate
- ½ Pound Cocoa Powder
- 1/2 Pound Fresh Butter or Substitute

Cook 240 Degrees F-cool a few minutes, then add

- 4 Pounds Bon Bon Cream (100% sugar)
- 1 Pound melted sweet chocolate

Vanilla flavor to taste

Make plain or with nuts

#### War Credit Congress Meets

The Confectionery Manufacturing Industry's War Credit Congress met on May 16, 17 and 18 at Omaha, Nebraska to discuss credit problems facing the industry as the result of the progress of the war. Mr. W. F. Sherrill, Nutrine Candy Co., Chicago, was the chairman of the meeting and was assisted by Mr. A. H. Mader, American Chicle Company, Long Island City.



Mr. W. F. Sherrill of the Nutrine Candy Company acted as chairman of the Credit Men's meeting at Omaha, Nebraska.

The meeting was called to order on Wednesday morning, May 17, by Chairman Sherrill, who proceded to introduce the first speaker on the program, Mr. A. H. Mader, American Chicle Co., who talked on the subject "Maintaining Credit Terms under Present Conditions and Can Standard Credit Terms Be Established."

Mr. I. R. Wagar, E. J. Brach & Sons, Chicago, gave a presentation on "Regional Distortions Resulting From the War," and backed up his statements with population figures, and pointed out how shifting populations complicate the distribution problem.

Among those present at the conference were:

Mr. A. H. Mader, American Chicle Co., Long Island City, N. Y.; Mr. W. O. Berbrick, Walter Baker Chocolate Co., Dorchester, Mass.; Mr. Wm. H. Hottinger, Jr., Boweys, Inc., Chicago; Mr. I. R. Wagar, E. J. Brach & Sons, Chicago; Mr. G. G. Young, Breeht Candy Co., Denver; Mr. H. T. Bayne, Chase Candy Co., St. Joseph, Mo.; Mr. J. S. Paull, Clark Bros., Chewing Gum Co., Pittsburgh; Miss Irene Austin, Consolidated Biscuit Co., Chicago; Mr. C. G. Eckman, Douglas Candy Co., Omaha; Mrs. Ida L. Reed, Douglas Candy Co., St. Joseph, Mo.; Miss Olive Stevenson, Fenn Brothers Inc., Sioux Falls, So. Dakota; Miss Isabelle Wright, Fisfer Nut & Chocolate Co., St. Paul, Minn.; Miss R. K. Van Horn, Foote & Jenks Co., Jackson, Mich.; Mr. F. R. Vandeventer, The Harding Co., Omaha; Mr. V. W. Combs, Interstate Ass'n. of Credit Men, Sioux City.

Miss Mildred McCall, Walter H. Johnson Candy Co.,

Miss Mildred McCall, Walter H. Johnson Candy Co., Chicago; Mr. A. H. King, Lamont Corliss Co., New York City; Mr. Milton H. Brown, New England Confectionery Co., Cambridge, Mass.; Mr. W. F. Sherrill, Nutrine Candy Co., Chicago; Miss Antionette Rehrauer, Peerless Confectionery Co., Chicago; Mr. Geo. H. Heidemann, F. J. Schleicher Paper Box Co., St. Louis; Mr. Laurence S. Day, W. F. Schrafft & Sons, Boston; Miss Marguerite F. Johann, Schutter Candy Co., Chicago; Miss Bertha Blinks, Steven Candy Kitchens, Inc., Chicago; Mr. Frank S. Withers, Sweet Candy Co., Salt Lake City; Mr. Joseph F. Miller, Wayne Candies Co., Ft. Wayne, Ind.; and Miss Loretta

M. Fisher, George Ziegler Co., Milwaukee.



For true and delicious flavors, go to Standard Synthetics. All Natural Essential Oils and Aromatics in stock. Delicious Flavors for Hard Candies and Chocolates

Raspberry Chocolate
Strawberry Wild Cherry
Pineapple Vanilla
Grape Peach
Orange Cocoanut
Lemon Lime

Write for our catalogue of complete line.

Ginger



30 West 26th Street

Anise

New York 10, N. Y.

Branches in:

Chicago, Kansas City, Mo., San Francisco.



#### THE INDUSTRY'S CANDY CLINIC CONFECTIONER HELD MONTHLY BY MANUFACTURING

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

# Assorted Gums, Novelties, Packages

#### CODE 6A44 Fruit and Nut Cream Egg-About 5 oz.-35c

(Purchased in a retail candy shop, San Francisco, California)

Appearance of Egg: Good.

Size: Good.

Center:

Color: Good.

Texture: Good.

Taste: Good

Cream Coating: Good.

Remarks: The best egg of this kind that the Clinic has examined this vear.

#### CODE 6B44 Panoramic Egg-About 3 oz.-25c

(Purchased in a retail candy shop, San Francisco, California)

Appearance of Egg: Good. Size: Small for a 25c seller.

Egg: Good.

Decorations: Good.

Remarks: A good looking egg, well made but slightly high priced for the size.

#### CODE 6C44 Assorted Cream Wafers-1 lb.-65c

(Sent in for Analysis No. 4430) Appearance of Package: Good. Three layers of wafers on layer board wrapped with a cellulose wrapper, white seal printed in red.

Colors: Good. Texture: Good. Flavors: Good.

Remarks: The best sugar wafers of this kind that the Clinic has examined in some time. Well made and good flavors. Very high priced at 65c. These wafers sell in most retail candy stores for around 50c the pound.

#### CODE 6D44

#### Assorted Chocolates-1 lb.-80c

(Sent in for Analysis No. 4431)

Appearance of Package: Good.

Box: One layer, white paper top printed in black, white embossed paper wrapper tied with pink grass ribbon.

Appearance of Box on Opening: Good. Number of Pieces: Dark 22, light 15. Coatings: Light and Dark: Good for this priced candy.

Dark Coated Centers:

Chips: Good. Jelly: Could not identify flavor. Marshmallow: Fair.

Vanilla Caramel: Good.

Orange Peel: Good. Chocolate Cream: Good.

Hard Candy Pieces: Good.

Fruit and Nut Paste: Good.

Peanut Cluster: Good.

Vanilla Nut Cream: Good.

Orange Cream: Good.

Nut Cream: Good.

Prunes: Good.

Pink Cream: Could not identify fla-

vor.

Jelly Marshmallow: Fair. Light Coated Pieces:

Raisin Clusters: Good.

Apricot and Nuts: Good.

Molasses Chew: Good.

Nut Chew: Good.

Vanilla Caramel: Good.

Peanut Cluster: Good.

Nut Cream: Good.

Marshmallow: Fair. Dark Nut Cream: Good. Chocolate Paste and Almonds:

Good.

Vanilla Cream: Good.

Cream: Could not identify flavor.

Molasses Sponge Stick: Good.

Assortment: Good.

Remarks: One of the best boxes of this priced candy that the Clinic has

examined this year.

Suggest that the marshmallow be checked up as it is tough. Some of the creams lacked flavor, also some of the jellies. It is most important to use good flavors and a sufficient amount to give creams and jellies a good strong flavor.

There are a number of 65c and 70c boxes on the Eastern market that are as good as this box at 80c-also in Chicago.

#### CODE 6E44 Spearmint Chewing Gum-lc

(Purchased at a news stand, New York, N. Y.)

Appearancee of Piece: Good.

Wrapper: Wax paper, outside band

printed in green and white.

Texture: Slightly tough.

Flavor: Fair.

Remarks: Flavor not up to standard used in other spearmint flavor gum.

#### CODE 6F44 Candy Coated Gum-12 pieces-5c

(Purchased at a news stand,

New York, N. Y.)

Appearance of Package: Good.

Box: Folding, white printed in green.

Texture: Good. Flavor: Good

Panning: Good.

Remarks: The best peppermint fla-

THE MANUFACTURING CONFECTIONER

### FIRST CHOICE

# FOR FINER JELLY CANDIES EXCHANGE CITRUS PECTIN

FIRST CHOICE FOR QUALITY: Jelly candies made with EXCHANGE Citrus Pectin are famous for their eating quality—freshness, flavor, and brilliant clarity—whether made cast or slab.

Feature them in all your packs and assortments.

They have a superior quality your customers recognize.

The boys in our armed forces are eager for those tangy, fruit flavored Pectin Candies too.

FIRST CHOICE FOR PROFITS: EXCHANGE Citrus Pectin Candy cuts production time—sets and is ready for "sanding" in a few hours—packs easily in bulk. With EXCHANGE perfected formulas, you can be sure of a good batch—and good profits.

Confectioners everywhere are featuring Jelly Candy made with EXCHANGE Citrus Pectin. It's a proven way to step up sales and increase profits. Try it!



#### CALIFORNIA FRUIT GROWERS EXCHANGE

Products Department, Ontario, California

189 W. MADISON ST., CHICAGO \* 99 HUDSON ST., NEW YORK

Copyright, 1943, California Fruit Growers Exchange, Products Department





vored piece of this kind that the Clinic has examined this year.

#### CODE 6G44 Spearmint Chewing Gum—5c

(Purchased at a news stand, New York, N. Y.)

Appearance of Package: Good.

Wrapper: Inside printed wax outside paper band green printed in dark green and white. One piece scored to make 10 pieces.

Texture: Slightly tough.

Flavor: Good.

Remarks: Flavor is not as strong as some other spearmint gum on the market.

#### CODE 6H44 Charcoal Chewing Gum—5c

(Purchased at a news stand,

New York, N. Y.)

Appearance of Package: Good.

Wrapper: Inside wax paper, outside cellulose wrapper, seals printeed in red, white and blue.

Texture: Good. Flavor: Good.

Remarks: The best charcoal gum that the Clinic has examined this year.

#### CODE 6J44

Assorted Chocolates—1 lb.—\$1.00

(Sent in for Analysis No. 4432)

Appearance of Package: Fair—See Remarks.

Box: Two layer, slip cover type white

embossed paper printed in blue, tied with a black and white cord, corner to corner.

Appearance of Box on Opening: Good.

Coatings: Dark and Light.

Colors: Good. Gloss: Fair. Strings: Fair.

Taste: Fair. Number of Pieces: 15 dark, 17 light, 4

black walnut chews,

Contents: Black Walnut Chews: Fair.

Nougat: Grained.

Pink Cream: Could not identify fla-

Orange Cream: Could not identify flavor.

Caramel: Fair.

Gum Drop: See Remarks. Peppermint Cream: Good.

Light Coated Centers:

Vanilla Cream: Good.

Vanilla Nut Cream: Good.

Maple Cream: Not a good maple

Cordial Cherry: Good.

Hard Candy Blossom: Good.

Nut Chocolate Coated Cream: Good.

Filbert Cluster: Good.

Assortment: Too small.

Remarks: Box and chocolates are not in the one dollar class. We have examined better boxes of assorted chocolates at 60c and 70c the pound. Very cheap box. The coatings were not up to the quality of other dollar

Assortment contained entirely too

many creams. Flavors are not of good quality. Very cheap caramels, careless dipping and pieces are too large for a dollar assortment of assorted choco-

Suggest that these pieces be added to the assortment-a good chewy nut nougat, a few good nut caramels, a good jelly or two, nut meats, hard candy pieces, nut brittles and a better grade of coating. Also a more expensive box be used.

#### CODE 6K44 Assorted Chocolates-1 lb.-\$1.25

Sent in for Analysis No. 4433. Appearance of Package: Good.

Box: One layer, extension type, bowl of flowers in colors, name printed in red tied with a red and yellow cord and tassel.

Appearance of Box on Opening: Bad. See Remarks.

Coatings: Light and dark.

Colors: Good. Gloss: Fair.

Strings: Fair. Taste: Fair.

Number of Pieces: 15 dark, 18 light, 4 black walnut toffees.

Contents:

Black Walnut Chews: Fair.

Dark Coated Centers:

Gum Drop: Tough, could not identify flavor.

Orange Cream: Good.

Nougat: Grained.

Heart Shaped Cream: Could not identify flavor.

Peppermint Creams: Good.

Light Coated Centers:

Maple Cream: Imitation flavor. Hard Candy Blossom: Good. Vanilla Nut Cream: Fair.

Vanilla Cream; Good. Cordial Cherry: Good.

Caramel: Fair.

Assortment: Too small.

Remarks: Chocolates are not in the \$1.25 a pound class. The Clinic has examined better chocolates at 60c and 70c the pound.

Coatings are not up to the standard quality used on this priced cho-

colates.

Careless dipping, box is entirely too large for one pound of chocolates. Eight pieces were broken. Too many cream centers, cheap caramels, nougat, gum drop and cheap flavors.

Black walnut chews were so tough that we could not eat them.

Suggest that box be made smaller or enough dividers used so that pieces will stay in place. Suggest the following pieces be added-good nut caramels, a good chewy nougat, some nut meats, nut brittles, a few good hard candy centers, a good jelly, some fruit centers and a better grade of chocolate coatings.

# Chewing Gum—5 sticks—5c

(Purchased in a railroad depot, New York, N. Y.)

Appearance of Package: Fair.

Wrapper: Orange color printed in red and green, cellulose band in center. Texture: Tough.

Flavor: Could not identify flavor.

Remarks: Gum is not up to the standard of some other 5c packages of gum on the market.

#### CODE 6M44 Fruit Chewing Gum-5 sticks-5c

(Purchased in a railroad depot, New York, N. Y.)

Appearance of Package: Fair.

Wrapper: Paper band white printed in orange.

Texture: Tough.

Flavor: Could not identify flavor.

Remarks: Gum is not up to the stand-



#### Oil of PEPPERMINT Redistilled-

right in our own plant, under ideal processing condi-

Available now, and useful for all peppermint candies,

- Cream Centers
- Hard Candy Drops
- Xmas peppermint canes and ribbons, etc.

Established 1885

#### George Lueders

& Co.

427-29 Washington Street New York 13

CHICAGO SAN FRANCISCO 510 N. Dearborn Street 56 Main Street MONTREAL, CANADA, 361 Place Royale

Repr. in Philadelphia and St. Louis

#### SUGAR and your POST-WAR PLANNING

Smart business men are looking ahead-planning. Will sugar affect your plans? It may.

Don't play "Blind man's buff" for profits. Make your plans now with your eyes open to future trends and probabilities. A studied expert opinion is at your disposal.

We will gladly discuss your post-war plans with you-from a sugar standpoint. Discussions will be kept in confidence.





#### B. W. DYER & COMPANY

Sugar Economists & Brokers

120 Wall Street, New York 5, N. Y., Phone: WH 4-8800 Cable: DYEREYD, N. Y.

CANDY TIED WITH

DIBBONS --More Sales

We have largest stock in the Middle West

Satin — Messaline — Patriotic & Novelty Ribbons-Rib-O-Nit - Ready-Made Bows and Rosettes

BUY WAR BONDS

ard of some other 5c packages of gum on the market.

#### CODE 6N44

Candy Coated Gum-12 pieces-5c

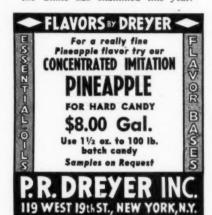
(Purchased in a railroad depot, New York, N. Y.)

Appearance of Package: Good.

Box: Folding printed in red, white and blue.

Texture: Good. Panning: Good. Coating: Good. Flavor: Good.

Remarks: The best of its kind that the Clinic has examined this year.



#### CANDY CLINIC SCHEDULE

The monthly schedule of the Candy Clinic is listed below. When submitting items, send duplicate samples by the 1st of month preceding the month scheduled.

AUGUST-Summer Candies and Packages; Fudge

SEPTEMBER-Bar Goods of all types

OCTOBER-Home Mades: 5c-10c-15c-25c Packages Different **Kinds of Candies** 

NOVEMBER-Cordial Cherries: Panned Goods: lc Pieces

DECEMBER—Best Packages and Items of Each Type Considered During Year; Special Packages; New Packages

#### CODE 6044

#### Peppermint Chewing Gum -5 sticks-5c

(Purchased at a news stand, New York, N. Y.)

Appearance of Package: Good. Wrapper: Inside printed paper band light yellow printed in green and red, cellulose wrapper sealed.

Texture: Very good. Flavor: Good.

Remarks: The best peppermint chewing gum that the Clinic has examined this year.

#### CODE 6P44

#### Cin-A-Mint Chewing Gum-5c

(Purchased in a railroad depot, New York, N. Y.)

Appearance of Package: Good. Wrapper: Inside wax paper lavender edges, outside paper band printed in peach, brown, green and red. One piece of gum scored in 7 pieces.

Texture: Slightly tough. Flavors: Good.

Remarks: A different and pleasant flavor.

(Please turn to page 49)

# WATCH YOUR

Purity & Production Quality & Quantity

40 RECTOR STREET

Available in

**CALCINED 99-100%** HYDRATED 83-85%

LIQUID 47%

OTASSIUM CARBONATES

SOLVAY SALES CORPORATION Aikalies and Chemical Products Manufactured by The Solvay Process Comp

NEW YORK 6, N. Y.

BRANCH SALES OFFICES Boston · Charlotte · Chicago · Cincinnati · Cieveland · Detroit · New Orleans New York · Philadelphia · Pittsburgh · St. Lauis · Syracuse





#### CHERRY \* ORANGE PINEAPPLE

FOR

### **CANDIES**

Not Rationed
No Points Required



Consists of crushed Maraschino Cherries, crushed Oranges and crushed Pineapple. Concentrated down with sugar, this crushed fruit combination makes delicious cream centers.

Packed in barrels, kegs, and No. 10 glass jars. Ask for sample and prices.

THE C. M. PITT & SONS CO.
KEY HIGHWAY BALTIMORE-30, MD.



#### CONFECTIONER'S BRIEFS

Beech-Nut Packing Company, Canajoharie, N. Y., "Explains Things" through newspapers by reproducing a letter sent to all the company's distributors stating there won't be much Beech-Nut Gum available for the general public for some time to come because of the increased needs for the armed forces and the drastic curtailed supplies of ingredients. Beech-Nut will back WAC recruiting by extensive advertising in newspapers and magazines as well as radio spot announcements for the December drive in co-operation with the War Advertising Council.

The Pennsylvania Confectioners' Association held a Wartime Conference at Galen Hall, Wernersville, Pa., on June 22nd and 23rd. Mr. Philip P. Gott, President of the N. C A, spoke on some of the very critical matters facing the industry. Mr. C. Rudolph Kroekel, of the N. C. A. Executive Committee, spoke on the progress of the Candy Council. Mr. John Morrow, a Philadelphia lawyer, gave a talk on sociological problems and industrial changes. following new officers were elected: Pres., Mr. John Henry, DeWitt P. Henry Co., Philadelphia, Pa.; 1st v-p. Mr. C. Rudolph Kroekel, Kroekel-Oetinger, Inc., Philadelphia, Pa.; 2nd v.p., Mr. George W. Greenwood, Stephen F. Whitman & Son, Inc., Philadelphia, Pa.; 3rd v-p., Mr. F. Milton Demerath, Plantation Chocolate Co., Philadelphia, Pa.; and Treasurer. Mr. H. A. Winterknight, Jr., American Caramel Co., Lancaster, Pa.

The 22nd retail shop of Steven Candy Kitchens, Inc., Chicago, was opened June 22nd. This shop, at 3208 North Central Avenue, was designed by C. E. Swanson Associates and is the most modern and functional of the entire group. The shop is decorated in rose tones, is fluorescent lighted and air conditioned. The wide use of mirrors is noteworthy.

The Greater New York Fund reports subscriptions of over \$4,000,000 in its campaign to obtain \$450,000 on behalf of 403 local hospitals, health and welfare agencies. Mr. W. C. Maichle, vice president of Beech-Nut Packing Co., is one of the committeemen of the Food Manufacturers Division. This group raised \$41,765. Mr. Herman L. Hoops, of Hawley and Hoops, Chairman of the Confectionery Division announced contributions of \$9,159. Mr.

#### WHY USE AROMANILLA?

#### Because we know-

AROMANILLA contains all the ingredients that are found in the Mexican Vanilla Bean.

AROMANILLA, because of its sturdy nature, will retain the full volume of flavor of the bean under the heat of the candy kettle.

AROMANILLA will actually ripen and develop in the finished goods.



6 VARICK STREET

NEW YORK 13, N. Y.



Write for trial order today.

Satisfaction Guaranteed

100% PURE COFFEE FLAVORING

Barrington Hall Instantly
Soluble Coffee is all coffee,
Soluble Coffee is all coffee,
100 percent pure, and al100 percent pure, and always fresh because the eleways fresh because the elements that stale coffee have
ments that stale coffee h

BAKER IMPORTING CO.

New York 132 Front St. Minneapolis 212 N. Second St.

INSTANTLY PREPARED

BARRINGTON HALL
QUALITY OF 100% pure



The Seal of QUALITY PRODUCTS AND SERVICE

**ROSS & ROWE INC.** 

75 VARICK STREET WRIGLEY BLDG.
NEW YORK N.Y. CHICAGO,ILL.

SOLE SELLING AGENTS FOR



Your Candy's Goodness...

in smooth wholesome, corn syrup is

insured by the continual efforts devoted to Penford Corn Syrup by our research laboratories at the Cedar Rapids plant. Quality control research guarantees that you will get the same consistent quality throughout millions of gallons of Penford Syrup.

PENICK & FORD Ltd.
420 Lexington Avenue, New York 17, N. Y.
Factory, Coder Rapids, Jova

# CEREALS IN CANDY Increases its "FOOD VALUE"

POPPED WHEAT

Corn Flakes Bran Flakes Crisp Rice

\*

Wheat Flakes RI-KO

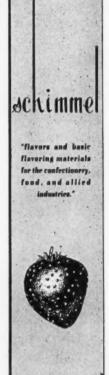
POPPED

Popcorn Manufacturers Are Invited to Try Our Popped Wheat
Write Today For Samples & Prices

VAN BRODE MILLING CO.

CLINTON

MASSACHUSETTS



#### **Fortaroms**

Fortified, natural fruit bases in eighteen fruit flavors including strawberry. The full flavor of the fresh ripe fruit is retained in these excellent imitation fruit aromas, which are soluble and have a low moisture

Use 2 ozs. per 100 lbs. in hard candy, 1/2 oz. in cream centers.

Schimmel & Co., Inc.

601 West 26th Street, New York 1, N. Y.



Here's good news . . . we can fill your orders right now for Swift's Brookfield Frozen Whites . . . and Dried Albumen.

They're the same fine egg products that you've learned to depend upon for uniform high quality.

We're not neglecting our men overseas. We still ship "mountains" of egg products to them. But now we have an ample stock to fill confectioners' orders.

Necessity requires a policy of first come, first served. So order yours now. See your Swift Salesman ... or write, phone or wire your nearest Swift branch.

BROOKFIELD FROZEN WHITES . DRIED ALBUMEN Ralph S. Stubbs, vice president of the American Sugar Refining Company, Chairman of the Sugar Industry Division, reports \$9,080 in gifts.

Philip K. Wrigley has been elected as chairman of the board of Wm. Wrigley, Jr. Co., Chicago. Mr. Wrigley resigned as president of the company two The office of chairman was last held months ago. by the late William Wrigley, Jr., and has remained open since his death in January 1932. National Candy Company of St. Louis, put the Bob Cat candy bar on sale last October 1st, supporting it with a four-month campaign of advertising. This

bar has met with swift public acceptance.

The poular radio program, "Songs of Freedom," sponsored by the Sierra Candy Co., San Francisco, helping to build goodwill between the United Nations and contributing to the success of the home front war agencies. Certificates of appreciation have been received from many war agencies. The radio also stresses the fact that Sierra is maintaining pre-war quality at pre-war prices. Frank G. Shattuck Co. (operator of Schrafft's), reports net sales of \$27,678,358 in 1943, the best in the firm's history. The firm is making post-war plans for counter shops and roadside stands.

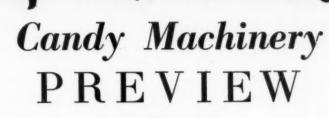
#### Dr. Guenther of Fritzsche Brothers Returns from Trip

r. Guenther, Vice President and Chief Research Chemist of Fritzsche Brothers, Inc., New York, has returned after a three months' trip to Central and South America. Dr. Guenther reports that a great transformation has taken place in this region since his last visits of several years ago. The war is boosting South America's industrial self-sufficiency at an astonishing rate. The production of mint oil and menthol in the State of Sao Paulo, Brazil, is expected to reach a considerable tonnage during the next harvest (January to May, 1945).

This industry is too young to risk the making of any predictions. Speculation is rampant and eventual over-production may result. The sweet orange oil producers are experiencing difficulty in disposing of stocks due to over-production, that little new oil will be produced this year. Brazil is producing Eucalyptus citriodora oil and Eucalyptus globulus oil production has started. Oil of sassafras is being produced in large quantities. Columbia is starting to produce small quantities of Eucalyptus globulus. Honduras has great possibilities for the production of tropical spice oils. Guatemala is producing large quantities of lemongrass and citronella and is commencing the cultivation of Mentha arvensis.

The same favorable conditions exist in Mexico. Dr. Guenther pointed out that today's activity and interest in this field is being assisted and encouraged throughout the Latin American countries by the various agencies of the U. S. Department of Agriculture and by the offices of the Coordinator of Inter-American Affairs. If the trend continues, Dr. Guenther sees no reason why some day the Western Hemisphere cannot become totally independent of the rest of the world for many products. Dr. Guenther also visited Costa Rica, Venezuela, and

Panama.

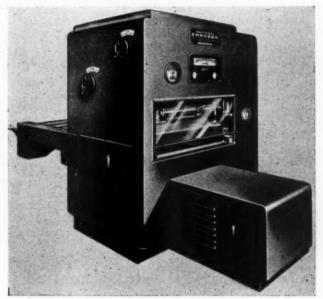


JULY, 1944

# Announcing the New National Enrober

For Early Post-War Delivery . .

Register your order now. Advance data and probable prices upon inquiry. You must know about this great machine!



New National Enrober

A worthy addition to National's famous line:

Enrobers and Coaters
Bottomers
Cooling Tunnels
Bausman Decorators
Moguls, Steel & Wood
Depositors
Pump Bars
Starch Bucks
Cookers and Coolers
Nougat Cutters
Steam Jacketed Kettles
Complete Chocolate
Plant Equipment.

Eurober: The new National Equipment Company enrober has been designed to operate with streamlined efficiency, durability, and economy.

New improvements . . . standardization of parts, simplification of operation, have all been incorporated by the designer, Mr. George Perkins, who has a backlog of 40 years experience in ENROBER manufacturing, and satisfactory solution of problems for Candy Manufacturers. Hydro-Seal Pump Bar: Patent Granted January 14, 1941, this "HYDRO-SEAL" Pump Bar is considered the greatest improvement in Mogul Casting Work in years ... a boon to the Confectionery Industry!

No Washers! Constant exact weight of deposit! No tailings! No soaking . . . long life!

Our large list of satisfied users who repeatedly order, testify that it operates at the height of efficiency and economy.

#### NATIONAL EQUIPMENT COMPANY

HIGH GRADE CONFECTIONERY AND CHOCOLATE MACHINERY

153-157 Crosby Street

New York 12, N. Y.

New York

Springfield

Chicago

Cable Address "ENROBER"

# Hand-Dipping Systems And Cooling Tunnels

Suggested Machinery Layouts reprinted by special permission of the J. W. Greer Company

The System, Outline, No. 883, was developed for chocolate confectionery manufacturers with which to convert their hand dipping to a continuous process.

It consists of a standard Cooling Tunnel such as is used in connection with the Greer Coater for machine dipping chocolates. The feed end of the tunnel is extended approximately 25 feet and arranged so that hand dippers can sit on either side of the belt. The glazed belt which goes thru the tunnel is extended out over this section so that the hand dippers can dip directly on to the

moving belt.

In the illustration places are provided for twelve hand dippers, six on each side of the conveyor. Each dipper sits facing in the direction that enables her to dip on to the conveyor with her right hand. The arrangement at the top center srows the arrangement for each dipper. A chocolate tank, dipping slab and trays for centers is provided for each dipped. As indicated in the drawing, each hand dipper puts her candies always in the same row. This keeps the centers separated, if they are different, and also makes it possible to dip a simple assortment continuously.

The chocolate can be dipped directly onto the moving glazed belt of the Cooling Tunnel, or if preferred, they can be dipped onto individual trays which are placed

upon and carries by the Cooling Tunnel belt.

Leaving the dippers, the candies pass thru the Cooling Tunnel which can be of any desired length, forty feet is the recommended minimum. Since the belt moves quite slowly this gives a fairly ample time for cooling,

The packing table can be of whatever length is required for the particular type of packing to be done. If dipping is done onto trays a very short packing table is all that is needed and the trays can be removed intact. If an assortment is being run and packed directly into individual boxes, a somewhat longer packing table might be desirable in which case, also, an auxiliary conveyor above the packing table might be provided to keep the packers supplied with empty boxes and to carry the filled boxes away to the wrapping table or machine.

Refrigerating coils are provided in the bunker box of the Cooling Tunnel, making it a self-contained unit and keeping the air inside the tunnel properly conditioned at

all times for optimum cooling conditions.

#### Hand Dipping System with Cooling Tunnel, Double Belt Type—Outline No. 689

This hand dipping system is fundamentally the same as that described in Outline 883. The difference is that two narrow belts are used instead of one wide belt and the arrangement for the hand dippers is somewhat different.

It will be noted that in this case the hand dippers sit facing the belt and each other. A common chocolate tank is used by the two girls on opposite sides of the conveyor. The support for the trays of centers is astradle the conveyor belt as is the dipping slab. The conveyor belt is exposed to the right of the dipping slab and the dipper places her chocolates on the belt in this areas.

Some operators feel that it is easier for the girls with this arrangement, as they do not have to reach quite so far to put their chocolates in place. It also reduces the number of chocolate tanks.

#### Hand Dipping System with Multi-Tier Cooler—Outline No. 792

This method of hand dipping has been designed for those plants where space is at a premium and where a is desired to cool the chocolates for a longer time than would be possible with the standard type of straightthrough Cooling Tunnel. The machine shown in the illustration provides 175 feet of cooling travel together with space for the hand dippers and the packers, all within

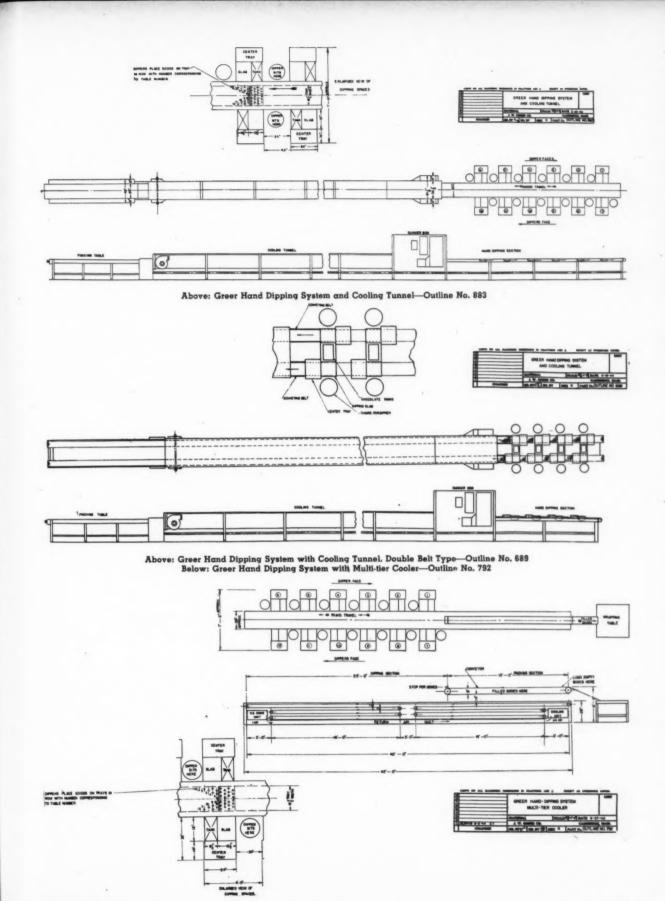
an overall length of 42 feet.

Dippers sit alongside the machine and dip onto trays as they pass along the top of the machine. The dipping arrangement is similar to that shown for Outline No. 883, the trays passing slowly to the left. Arriving at the end of the machine, the tray is carried down to the second tier of travel. The tray is kept stationary and steady as it travels around the sprocket by the Captive Greer stabilizing mechanism. The trays then pass on this second tier back toward the center of the machine where they pass around another sprocket down to the third tier. This back and forth process is repeated until the trays arrive at the very lowest tier where they travel up to the opposite end of the machine. There they move up tier by tier until they arrive at the top of the machine where they are carried before the packers. Since leaving the top of the machine and the opposite end the trays and candy will travel approximately 175 feet. The chocolates are, therefore, cool and ready for packing. The packers standing alongside the machine can pack the candy either into stock boxes or regular packages. Empty boxes are kept before the packers on the narrow conveyor above this packing section of the machine and filled boxes are carried away being delivered down a chute on to a wrapping table.

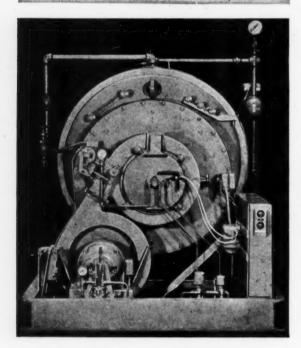
By the time the trays have reached the end of the packing section which is almost in the center of the machine, the chocolates will have all been packed from the tray and they are, therefore, clear and ready to pass before the dippers again to be refilled. The trays are covered with plaques made from standard Cooling Tunnel belt. They are kept clean by periodic washing in the

ordinary manner.

This is by far the most compact and efficient apparatus for continuously hand dipping chocolates.



# DOLLAR EFFICIENCY—work done per dollar spent—measures the value of steam generation



Ready accessibility to controls and guages, all of which are mounted on the unit's front, is a feature of the 100-horsepower Cyclotherm Steam Generator shown above.

This unit, like all Cyclotherms, operates on exclusive principles of combustion and design that provide high efficiency at low cost of operation.

Cyclotherms are fully automatic and completely self-contained. They are both oil and gas fired in a power range from 10 to 300 horsepower.

Commercial deliveries are being made as rapidly as the press of Government orders permits. If you are planning immediate replacement, our engineers will be glad to cooperate in meeting your needs. Additional information gladly sent upon request.



AMES IRON WORKS OSWEGO.. NEW YORK.. BOX 507



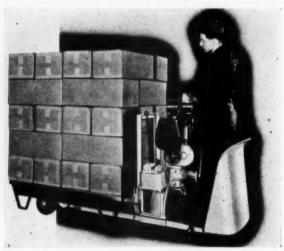
#### CANDY EQUIPMENT NEWS

The products described in these columns are all coded for your convenience. You may write in to THE MANUFACTURING CONFECTIONER for any further information on any one of these items and further information will be sent to you. Make use of this section to keep up-to-date on new candy equipment of all types. Information on these items is free for the asking.

#### New Truck-Man

Efficient movement of skidded loads of one ton or under may be obtained by this new development.

The Truck-Man introduces new features to provide easier, safer operation and greater flexibility.



A patented two-speed drive-makes both a high or low speed instantly available. The low speed is adapted for starting, climbing ramps, going in or out of freight cars, or for moving material over rough floors. The high speed is available for light loads and movement without loads. Steering has been eased by the use of a large ball thrust bearing. A new seat has been developed for the operator which gives more comfort thereby achieving increased operator efficiency. The seat pleases women drivers.

Dependability has been improved through the use of a more sensitive fly-ball type governor, replacing the old pneumatic type. This unit is sealed. Heavier load wheels with a four-inch tread and "V" type belt brakes which automatically set when the machine is not operating, contribute to safety as well. Code No. M7G44.

#### **Drum Opening Tool**

The opening of drums involves risk of injuries and loss of time.

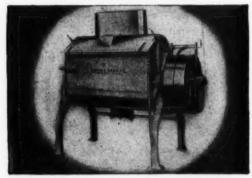
Operating on the simple principle of a household can opener, this device cuts smoothly, folding cut edges in close to the barrel. Drums may be re-used. The device is made of steel drop forgings, is hardened and tempered and can be resharpened when necessary. Code No. M7B44.

# "Fighting Food" for Fighting Men

TILTING MIXER. Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.



PORTABLE FIRE MIXER. Exclusive break back feature. Reduces labor cost. Motor drive only. Gas or Coke furnace. Sizes 12, 17 and 20 gallon capacity.



Below: OVAL TYPE MARSHMALLOW BEATERS. 100% sanitary. More beating space for volume. Faster heat discharge. Quick cooling, 150 and 200 pound sizes. Belt or motor drive.

# Produced by SAVAGE Machines



Candy is a Morale Builder on the Home Front and on the Battle Front.

> Savage Machines Will Help Speed Your Production.

BACK THE ATTACK

Buy War Bonds

Savage is backing up our fighting men by maintaining the equipment, which carries the SAV-AGE name, in tip-top condition so that the manufacture of "fighting food", candy, is not slowed down. SAVAGE maintains a service department, described here, which is ready to help you "keep 'em running!" Our service department was established to help you keep your machines in good repair. SAVAGE machines are built to take hard wear. So, given the added help of constant repair, they will double their lifetime of active service. There's hardly a plant in the industry which does not have some piece of SAVAGE equipment, giving faithful and efficient service.

"We can't sell you any new machines now, unless you secure PRIORITY RATINGS in accordance with General Limitations Order L-292, and we can secure allocation for needed materials!

IMPORTANT: "You are, however, allowed to purchase used or rebuilt machines now, IF AVAILABLE, without priority ratings!"

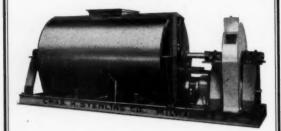
Since 1855



SAVAGE has given almost a century of service to manufacturing confectioners. This long record of high-quality machinery production plus efficient repair service has made the name SAVAGE synonymous with candy machine quality.

SAVAGE BROS. CO. 2638 GLADYS AVE., CHICAGO, ILLINOIS

# Stehling's New Chocolate Mixers



Stehling now offers 2 improved machines with 13,000 lb. capacity and increased speed.

10 H.P. Chocolate Coating Mixer 25 H.P. Paste Mixer

#### SPEED

It replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 lbs. capacity.

#### WHAT IT DOES

The Stehling Mixer works out the coating. It reduces the viscosity of the materials; and it stabilizes this viscosity with great speed. The SPEED of the mixing action saves hours of time—lowers costs.

#### Storage Capacity

The Stehling Mixer provides steamjacketed storage facilities, keeping the coating in liquid state until ready to be used.

WRITE FOR FULL DETAILS

**Factory Representative** 

MR. R. S. HISLOP 1517 GRANGE AVE. RACINE, WIS.

CHAS. H. STEHLING CO.
1303 N. 4th St. Milwaukee, Wis.

#### Pre-Determined Weight Scales

The Toledo Speedweigh is a compact pre-determined weight scale, designed for a wide range of weighing packaging, checking and testing operations. This ver-



satile scale is available with one-inch or two-inch indicator travel per ounce, as well as in end-tower or center-tower models. Its sensitivity, 1/64th of an ounce or 1/1000th of a pound, insures against small, accumulating errors which multiply quickly to huge losses. The Toledo Automatic Dashpot controls the movement of the dial indicator, brings it to a quick stop and also acts as a shock-absorbing device. Code No. M7K44.

#### **High-Up Bearings Lubrication**

The elimination of the hazards due to the manual lubrication of high-up and hard-to-get-at bearings on equipment and machinery is the subject of an illustrated bulletin issued by this company, under the title, "Aloft is no Place for A. W. O. L. (absent without lubrication) Bearings." Code No. M7F44.

#### **New Type Floor Matting**

A new type matting designed to replace rubber matting has been announced. This is suitable for use where a non-slip surface is required. This matting offers good scrapeage, providing easy removal of dirt from traffic. It keeps feet off cold floors thereby reducing fatigue.

The matting is a solid plastic friction type mat made by firmly binding friction compound together by a plastic. It is jet black in color and comes in sheets 29" x 63", being 9/64" thick. Trimming can be affected so that odd shaped areas may be covered. Code No. M7H44.

#### Transwrap Packaging Machine

For forming, fillings and sealing the package, taking the printed or unprinted web from the roll, at speeds ranging from 50 to 100 packages per minute, depending upon size, kind of web and nature of the matrial is the function of this machine.

Photo-electric control guarantees registry of the printed transparent or opaque web. If voltage regulation is needed to insure uniform voltage for heat sealing and registry control, or a neutralizer is needed to eliminate static electricity, attachments are provided. "Fin Sealing" attachments heat seal films such as foil, laminated papers, etc. which heat seal on one side. Code No. M7C44.

"BUY PERFORMANCE"



"BUY WAR BONDS"

#### Have You Equipped Your Plant with

## **BURRELL BELTS?**

You can depend on BURRELL belting equipment. It does a steady, dependable job for you and will keep your production at top peak. In these days of increasing government orders, you want belting that will stand the speed-up in production, will hold up under all conditions and will do the quality job that you expect. BURRELL leads the belting field. It's "All Star" cast of 9 BURRELL "stars" is

ready to help you.—\*Feed Table Belts (endless) \*Batch Roller Belts (patented) \*Caramel Cutter Boards \*Cold Table Belts (endless) \*CRACK-LESS Glazed Enrober Belting \*THIN-TEX CRACK-LESS Glazed Belting \*Innerwoven Conveyor Belting \*Caramel Cutter Belts \*White Glazed Enrober Belting (Double texture; Single texture; Aeroweigh).

## BURRELL BELTING CO. 401 So. Hermitage Av. Chicago

#### **Detecto Scales**

Proper weighing is essential throughout all candy factories.

Usual beam type scale as used in the Receiving Department can be converted into a highly sensitive piece of mechanism by attaching the Over and Under Head. This magnifies the beam movement about  $9\frac{1}{2}$  times, speeds up the weighing operation and at the same time makes the slightest weight discrepancy immediately visible as any difference more or less than the correct weight immediately swings the indicator to the right or left of zero.

A scale used to put up packages of candy from one to ten pounds is set for the predetermined weight. The pack is put on the right side of the scale. One small piece of candy more or less than the desired quantity moves the indicator off zero. A dash pot control permits faster accurate weighings. Code No. M7D44.

#### Fluorescent Lighting Unit

Greater 'see-ability' is offered by this fluorescent light for general offices or similar locations.

Basic section is about four feet in length and an extension section may be added, doubling length. Mounting can by either with or without a stem hanger, individually or in continuous rows. Reflector and lamp shield are finished in Satin Gray. Code No. M7E44.

#### Marco Flow-Master Kombinator-Homogenizer

Problem of grinding, mixing, blending, emulsifying, and stabilizing occurs in every candy plant; each opera-

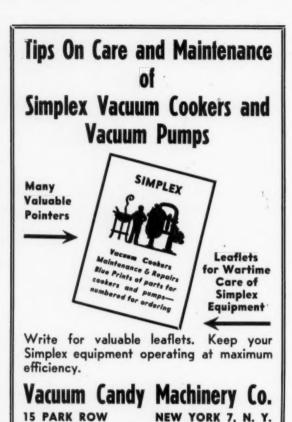
tion requiring a special machine. If hydraulic grinding is unnecessary, this machine will perform the five operations.

Patented wear control plates guarantee volumetric efficiency against normal wear of machines. The machine is absolutely sanitary and easily and quickly cleaned in changing from one product to another. As a series of compounding, vibrating and sheeting actions before the final homogenizing stage, the products are improved in quality, appearance, texture and sales appeal. Also as the product cannot stagnate at any point in the machine, there is no chance of scorching or the development of off-flavors. Code No. M7A44.

#### **Detachable Metal Hose Coupling**

A detachable brass coupling for helical flexible metal hose in sizes from 34'' to  $1\frac{1}{2}''$  I.D. offers advantages in the candy plant.

No brazing is employed (hence no weakening of the hose by heating occurs) in this mechanically self-sealing coupling. The unit consists of only four parts; the nut, back, stem and split ring. When assembled, the convolutions of hose and metal braid are securely held by pressure between the members. The coupling withstands pressure; tests up to 800 pounds. A feature of the design is the self-contained union which permits the pipe thread end of the coupling to be screwed directly into the machine fitting and the union tightened without twsting the hose. Repeated re-use and easy assembly with ordinary shop tools are other features. A leak tight connection is possible with this coupling. Code No. M7J44.





#### Elec-tri-pak

Machines for filling and wighing candies are always of interest to the candy packaging manufacturer.

This machine handles delicate products such as marshmallows or more sturdy products by means of an electtrically vibrated feed mechanism, weighing them to but a fraction of an ounce, into any style containers. No breaking, scratching, crushing or marring of candies occurs. The machines empty themselves completely: permitting of instant change from one product to another. Ouick, easy dial control provides another feature. Code No. M7L44.

#### **Boiler House Accessory**

The boiler room is the heart of the candy plant yet little attention has been paid to this department in the past. Modern boiler house control is linked with modern manufacturing, whether it be candy or what-not.

Savings are possible in boiler plants: and one of the greatest possibilities is in connection with the blow-off. Continuous blow-off systems making use of the flash principle and the heat exchanger offers three advantages: heat savings, quick return on the investment, and better maintenance of concentration of the boiler water. If planning for post-war boiler installations, investigate means of reducing heat losses. Bulletins will be sent free. Code No. M7M44.

#### Paisley Appoints LaBrie

Paisley Products, Inc., has announced the appointment of Mr. L. J. Labrie as Technical Director

of their Chicago and New York City plants. Mr. LaBrie is a grad-uate Chemical Engineer, a graduate of the University of Pennsylvania. He has had a broad and active experience in industrial chemical product development as Technical Director of The Tumbler Laboratories, and Chief Chemist and Superintendent of Farboil Paint Company, both firms in Baltimore. Under his guidance, the synthetic resin adhe-

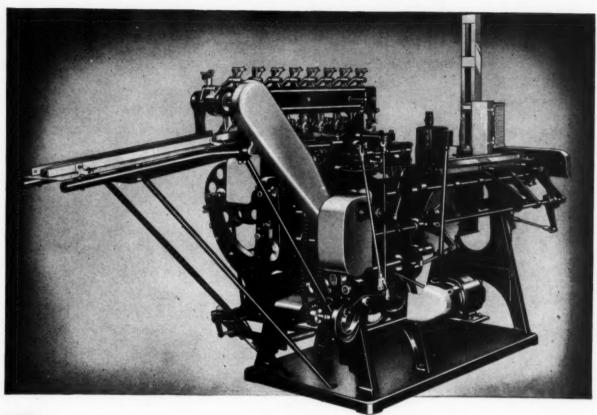


Mr. L. J. LaBrie

sives and thermoplastic coating divisions will be expanded and coordinated with the industrial research program of the Paisley starch and dextrine adhesive divisions.

#### WMC Job Plan in Effect

The new War Manpower Commission's job referral plan became effective July 1st. Under this plan, new male employees over seventeen must have a statement of availability. In some labor-short localities, women employees also must have a similar statement. The plan is one of local option. Hence, any questions may be settled by confering with the local Labor Priority Committee. Regulations will probably vary.



## Reduce Wrapping Costs-Speed Up Production Add Extra Sales Appeal-with Wrap-O-Matic

Leading candy bar manufacturers and bakers are taking advantage of the tremendous savings and extra sales appeal you get with Wrap-O-Matic. Many report savings as high as 75% in wrapping-labor costs and 35% in wrapping material . . . two very important factors in today's labor and material shortage.

In addition you get high speed production—up to 120 units per minute, using glassine, cellophane, foil or any type wrapper that can be printed in rolls. Shape and texture are no obstacle, for Wrap-O-Matic wraps soft or irregular shaped bars and biscuits with ease.

Plan now to streamline your wrapping department. Get extra sales appeal at a big savings in wrapping costs. Write today for illustrated brochure and complete details.

> Over 150 leading bars, biscuits and cookies, representing over 50 large manufacturers, now have the extra sales appeal that comes from flawless Wrap-O-Matic packaging.

LYNCH

Manufacturing Corporation, Defiance, Ohio U. S. A.

## \* TIME-SAVING SHORT CUTS

for manufacturing

confectioners

Remover.

QUICK Way to Rid Your Equipment of Milkstone

IT is not necessary to scour or scrub with harsh abrasives in order to rid your milk department equipment of bacteria-harboring milkstone deposits. Simply use that superior, specially designed material... Oakite Milkstone

It so THOROUGHLY softens and loosens deposits that light brushing and rinse completely and quickly remove them. Oakite Milkstone Remover is easy, economical, safe to use . . . does not harm stainless steel, copper, aluminum, tinned or glass-lined sur-

faces. Moreover, it helps keep your equipment in sanitary condition.

#### Write for Free Booklet Giving Details!

FREE 12-page booklet gives complete details on this widely-used Oakite technique. Won't you write for your copy TODAY?

OAKITE PRODUCTS, INC.
36C Thames Street, New York 6, N. Y
Technical Service Representatives in Principa
Cities of the United States and Canada



## Confectionery Factory Maintenance

By JOHN H. BIER, Works Manager, National Candy Company

"M aintenance in manufacturing plants is the function of keeping structures, equipment and services in condition for efficient plant management."

#### PRICE PER COPY-50c

**Book Sales Dept.** 

THE
MANUFACTURING CONFECTIONER
"Read Wherever Candy is Made"

400 W. Madison St.

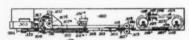
Chicago 6, III.

#### PATENTS

The following memorandum relating to Patents is made available through an arrangement with James Atkins, registered patent attorney, Munsey Building, Washington, D. C.

#### 2,334,029 GUM STICK WRAPPING MACHINE

Willet B. Ranney, Chicago, Ill., and Albert F. Ruhf, Springfield, Mass., assignors to Wm. Wrigley Jr. Company, Chicago, Ill., a corporation of Delaware. Application April 1, 1940, Serial No. 327,262. 33 Claims. (Cl. 93—2)

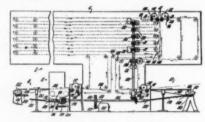


1. A machine for wrapping single sticks, comprising means for advancing a wrapper web wider than the sticks; a device for depositing said sticks endwise and at predetermined intervals on said advancing web; means independent of the web traveling at the speed of the web, adapted to maintain said sticks at said intervals; means for folding said web laterally about the sticks to form a flat tubular wrapper enclosing them; movable gripping means for holding said stick individually in said wrapper; means for severing said wrapper midway between the ends of said sticks; and means for closing the ends of said wrapper lengths transversely against the ends of the sticks.

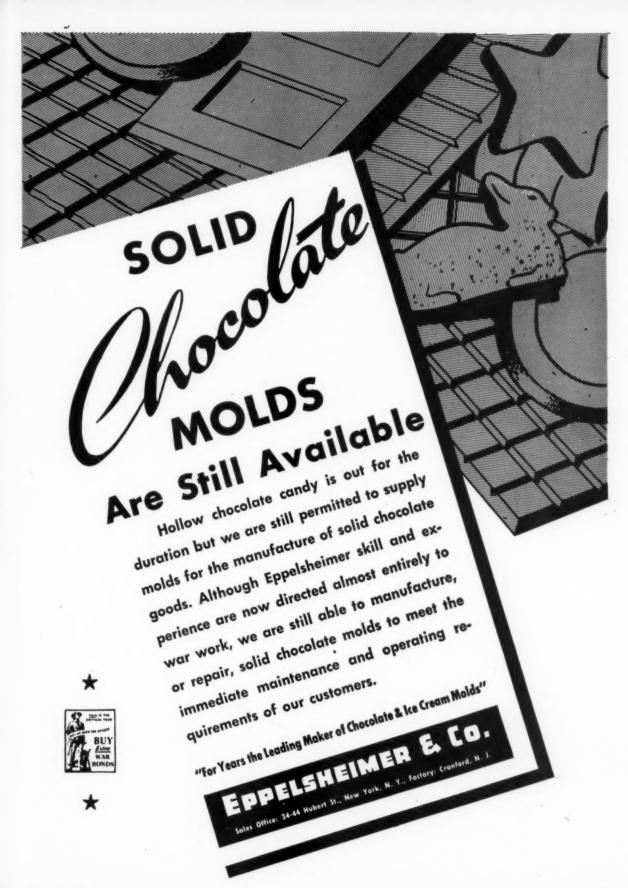
## 2.329,178 CONVEYOR FOR CONFECTIONS FOR CONDITIONING AND OTHER PURPOSES

Alonzo Linton Bausman, Springfield, Mass., assignor to National Equipment Co., Springfield, Mass., a corporation of Massachusetts.

Original application July 10, 1940, Serial No. 344,727. Divided and this application May 13, 1941, Serial No. 393,214. 1 Claim. (Cl. 198—20)



A conveyor construction comprising in combination two endless conveyors each consisting of a pair of inner chains and a pair of outer chains, cross rods connecting the chains of each pair, flexible goods supports having their forward ends supported by the cross rods of one pair of chains and their rearward ends supported by the cross rods of the other pair of chains, supporting and driving sprockets for said endless conveyor chains whereby each conveyor traverses a horizontal run and a vertical run, the horizontal runs being aligned and moving in the same direction for transfer of goods therebetween, and the vertical runs moving oppositely closely adjacent one another, movable members underlying the paths of the respective conveyors adjacent the transfer point for engagement with said flexible goods supports, and means for shifting said movable members between supporting and non-supporting positions in timed relation with the passing of said flexible goods supports, whereby as goods are transferred from one conveyor to the other the transfer gap between them is reduced to a minimum.



## DEAL WRAPPING MACHINES

## FAST-EFFICIENT RELIABL

C ANDY manufac-turers both large and small prefer IDEAL WRAPPING MACHINES because IDEAL WRAPPING
MACHINES because
they pravide the
economies of fast
handling along with
dependable, uninterrupted operation. In IDEAL
Machines are bullding a
service record that stands
unmatched and unchallenged! Our unqualified
guarantee is your protection. Two models available:
SENIOR MODEL wraps 160
pieces per minute; the new
High Speed Special Model
wraps 325 to 425 pieces
per minute. Investigation
will prove these machines
are adapted to your most
exacting requirements.



IDEAL WRAPPING MACHINE CO.

MIDDLETOWN, N. Y.

U. S. A.



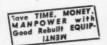
Our Engineering Staff can now give your needs the time and thought which they deserve.

Research-Design-Construction-Development.

31-49 TWELFTH ST. LONG ISLAND CITY, N. Y.

#### YOUR FIRST CHOICE for FIRST RATE EQUIPMENT

Copper Jacketed Vacuum Cookers and Kettles Hobart 60 qt. and 80 qt. Cream Mixers Savage 200 gal. Marshmallow Beater Dry Powder Mixers, up to 3000 lb. Capacity Packaging and Wrapping Equipment Mass Mixers, Portable Agitators, Conveyors, Pumps, Mills, Grinders, Syrup Tanks, etc.

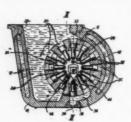




### 2,340,501 CASTING APPARATUS FOR USE IN MACHINES FOR CASTING CHOCOLATE AND THE LIKE

Kai Christian Sophus Aasted, Gentofte, near Copenhagen, Denmark; vested in the Alien Property Custodian. Application August 10, 1940, Serial No. 352,165. In Denmark February 27, 1939. 3 Claims. (Cl. 107-8)

1. A casting apparatus for use in machines for casting chocolate and the like, comprising a rotatable annular body having a number of circumferentially spaced



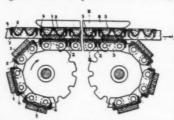
cylinder bores debouching at its circumference, pistons movable in the cylinder bores, and a casing in which said body is arranged, said casing and body together forming at a part of the circumference of the body a chamber for the mass to be cast said casing bearing against the body at another

part of its circumference and forming together with said body at least one cavity extending circumferentially over at least two adjacent cylinder bores and provided with a discharge opening.

#### 2,330,630 PRODUCTION OF CANDIES

Richard Schönfeld and Hermann Fiedler, Dresden, Germany; vested in the Alien Property Custodian. Application January 8, 1941, Serial No. 373,588. In

Germany January 29, 1940. 3 Claims. (Cl. 107-1) 1. Apparatus for mold filling in candy manufacture or the like, comprising a conveyor having a multiplicity of molds thereon, each perforated at its bottom, a contiguous endless perforation sealing conveyor comprising



a pair of sprocket wheels, chains movable thereabout, comprising a multiplicity of links, each of said links having a resilient pad thereon, said conveyors being driven at equal linear speed, thereby

bringing the pads successively into sealing engagement with the perforations of the successive molds as they pass over one sprocket wheel, and maintaining them in such engagement during their traverse in one direction to the other sprocket wheel, and successfully withdrawing the ad from the molds as they pass over the latter sprocket

#### Greer Gets 2nd "E" Award

On June 29th, The J. W. Greer Company, Cambridge, Mass., received a new Army-Navy "E" pennant with one star in recognition of the first renewal of its "E" award. Commander Austin S. Kibbee, U.S.N.R. (Ret.) of the Boston office of the Inspector of Naval Material, presented the official star pennant to Mr. Don S. Greer, Treasurer of the company. Naval equipment manufactured by the company includes ammunition hoists for destroyers, radio detection units, and submarine hatches and valves. The J. W. Greer Company was the first manufacturing firm in its field to receive this coveted award. The Manufacturing Confectioner of October, 1943, carried a complete account of the original award.

b

0

fi

#### Richards Elected Head Of Peanut Council

A nation-wide radio and newspaper advertising and publicity program for the peanut industry was mapped out at a meeting of the executive com-



Mr. Walter A. Richards

mittee of the National Peanut Council at Atlanta, Ga., recently under the leadership of Mr. Walter A. Richards, newly elected president. The Council is already sponsoring research and publicity work but expects to start an advertising campaign in 1945. The three-way plan is expected to involve expenditures of about a million dollars during the next three years.

Newly elected officers of the Council other than Mr. Richards are:

1st vice president, John Burroughs, Burroughs and Jennings Peanut Co., San Antonio; 2nd vice president James E. Wood, Edenton Peanut Co., Edenton, N. C.; and sec.-treas, Miss Modane Marchbanks, Atlanta, Ga.

Those who were elected directors of the Council, in addition to Mr. Burroughs and Mr. Wood, are: R. B. Anderson, Andalusia, Ala.; W. A. Barnes, Minneapolis; R. B. Barton, Jr, Memphis; Harvard Birdsong, Suffolk, Va.; B. I. Bostwick, Arlington, Ga.; W. B. Crawley, Camilla, Ga.; Philip Eve, Suffolk, Va.; L. D. Fitts, Portales, N. M.; Philip Gott, Chicago; George Hartnett, Chicago; C. E. Johnson, Chicago; Henry Maclin, Albany, Ga.; J. J. Moore, Atlanta; B. E. Parker, Jr., Suffolk, Va.; Mayon Parker, Ahoskie, N. C.; J. F. Pimmer, Suffolk, Va.; H. G. Ray, Sr., Moultrie, Ga.; J. D. Sargeant, Granbury, Texas; H. G. Schmitt, Seguin, Texas; E. L. Speer, Albany, Ga., Ed Stevens Dawson Ga.; Dick Weeks, Dallas, Texas; and W. P. Woodley Norfolk.

The National Peanut Council recently told the nutrition story of peanuts and peanut products in a radio television show, "I'm a Very Serious Guy," in New York City. Co-starring in the show were Marie Gamberelli, famous ballerina, and an 18 inch peanut puppet. The television audience was given a historical background, statements of vitamin and mineral contents of peanuts and several recipes using peanuts.

The Sweets Company of Amerca, Hoboken, N. J., announces the appointment of L. B. (Jack) Nelson as General Manager of the company. Mr. Nelson brings to this position a record of thirty-two years of experience in the candy industry, the chain store field, and with the W.P.B. and O.P.A. as head of the confectionery unit on sugar rationing from 1941-43. Mr. Nelson joined the Guth Chocolate Company of Baltimore in 1910.

#### Cocoa Supply to Be Cut

The W.F.A. announced that due to greater military requirements and lack of shipping space from certain areas, the supply of cocoa and chocolate products for civilians will be somewhat less during the third quarter of 1944 than was available for the first two quarters. Under WFO 25.1, Amendment 3, effective July 1st, grinding quotas for cocoa beans are reduced from 80% of the quantity ground the corresponding period of the base year (1941), effective during the first two quarters of this year, to 70% for the third quarter. It is expected there will be further reduction for the fourth quarter.

## VANILLIN

A *Giner* Vanillin of Exquisite Aroma.

A *Natural Source* Vanillin Originated and Manufactured in the United States.

AROMATIC CHEMICALS AND ESSENTIAL OILS FOR FLAVORING PURPOSES.

#### AROMATICS DIVISION GENERAL DRUG COMPANY

644 Pacific St. I

Brooklyn 17, New York

9 S. CLINTON ST. FACTORY: WISCONSIN, U.S. A. WINDSOR, ONTARIO

## -MILK-

POWDERED --- CONDENSED

WHOLE - SKIM

SWEETENED SKIM SWEET CREAM

- Cars or less -

You know why supplies are limited—we're doing our best to distribute fairly whatever is available.

Order as far in advance as possible.

#### SIMMONS DAIRY PRODUCTS, LTD.

13 W. FRONT STREET

CINCINNATI 2, OHIO

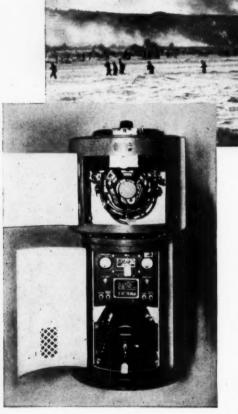


f

## A SECRET WEAPON

that plays a vital role in

## INVASION LANDINGS



Many of the landing craft in the Normandy invasion were equipped with the new lightweight Gyrocompass made by Package Machinery Co.

SPLIT-SECOND invasion time-tables call for unfailing accuracy in beachhead landings by our invasion craft...

The secret weapon that makes this possible has recently been revealed by the U. S. Navy... It's a new lightweight gyrocompass only 19 inches in diameter, made by the Sperry Gyroscope Company and the Package Machinery Company.

Foreseeing the need for such an instrument, Naval authorities drew up specifications for it back in 1940. In record time, Sperry engineers produced a successful model – the Mark XVIII.

Non-magnetic and unaffected by electrical machinery, this compass points true north. It is a marvel of compactness, everything being contained in the binnacle except the voltage regulator and repeaters. And it has the traditional sturdiness of everything pertaining to the Navy.

Today hundreds of Mark XVIII compasses built by us are in service, and we have many more in production. We of the Package Machinery Company take deep satisfaction in being able to carry on this important work, as well as the building of various types of armament machinery and packaging machinery now serving many branches of our combat forces.



PACKAGE MACHINERY COMPANY Springfield 7, Massachusetts

NEW YORK

CHICAGO

CLEVELAND

LOS ANGELES

TORONTO

tre tar Ch

becane Co

iou

Ne

car

car

eve

the

Th

tha

joi

ma

pic

for

## PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

# Around the World With Steven's First-Class Candy Mailer

By ALIDA LINNAUS Steven Candy Kitchens, Inc.

A SSUMING that an Army still travels on its stomach in this war of giant Liberators, Super Fortresses, prime movers and battering tanks, Steven Candy Kitchens, Inc., Chicago, has just placed on the market a new candy box planned especially for the "G. I. Joes and Janes" overseas: In its two main features, it is strictly first class: the quality of its contents and the manner of its mailing.

"Candy, candy, more candy," has been the plea from Yanks overseas, and, although the Quartermaster Corps has made every effort to supply confectionery products, sweets are sometimes scarce and sometimes almost impossible to get. Families and friends in the States, always anxious to send candy overseas, are faced with difficulty of slow parcelpost service which often allowed candy to deteriorate.

#### **Needed Faster Service**

The greatest need in sending candy overseas was for faster mail service, which in turn allowed more candy to be sent although not in as large quantities at one time. However, that which was sent was more likely to arrive in good condition if the mail service could be speeded up. The only answer to the faster mailing problem was to use a package that could be sent first class.

The Steven Candy Kitchens has joined the leaders of the confectionery industry in preparing a first-class mailing box for overseas shipment of candy.

Numerous factors entered into the picture. Weight had to be kept down to eight ounces; the candy could not be highly perishable; price must be low enough so that buyers could send candy often and send it to several persons, if they desired; the package must be attractive to both buyers and



An interesting design helps create attention to the Steven firstclass candy mailer. It's a Serviceman's package.

service men; packaging must be strong enough to withstand the long trip, and definitely, the candy must be of a kind that the service man wants!

Numerous hard candies and caramels were considered, but hard candies are often available to those overseas in the regular Armed Forces' rations so why not give them something they really wanted but do not get very often?

A study was made to determine what the men and women wanted. With thousands of women overseas, their tastes were a decided factor and had to be considered. The study showed that old-fashioned fudge is a universal favorite and it had to be chocolate fudge, too, because those

in service just never seem to get enough good chocolate.

As one Sergeant stationed in Italy said: "Don't send any hard candy except as a filler, because we have eaten so much of that, that we now give it away to the kids wherever we are. We want chocolate!"

#### Reasons for Fudge Popularity

There are probably two reasons why fudge is so popular. In the first place, people like its taste and secondly, good, homemade fudge probably takes those in service right back to their own home kitchens where they have created chaos in their own attempts at candy making.

Letters were gathered and studied



Plenty of protection is offered in this folding box for the shipment of candy overseas. This box forms an attractive, strong container, and is proving popular with the Service men and women receiving it.

from all parts of the world. Former Steven employes-professional candy-makers who know whether candy is good or bad and whether the long trip is too hard on it-were questioned. They commented too, on the kinds of candy that were most popular, and (though any kind is almost unbelievably welcome) the fellows, almost to a man, wanted chocolate-"and how they went for chocolate fudge!"

Fudge was sent from the Steven kitchens to numerous men overseas to the Southwest Pacific, Europe, Africa-to places in every type of climate.

"The fudge," one man in Africa wrote, "arrived in excellent condition, even though it was three weeks getting here. It still tasted very fresh and delicious." His location was, apparently, a good testing place, for he

TAFFEL Ribbons dress up the candy box
. . . Carry out YOUR ideas with
TAFFEL RIBBONS and you'll increase sales. Samples and prices

TAFFEL BROS., INC.

% Madison Ava.

New York, N. Y

went on to say the weather was so hot that tools left in the sun became too heated for men to use. But the African heat apparently leaves fudge, which has a very high melting point, almost unaffected.

Knowing what candy the men wanted, the company decided to cut the fudge into one large slab, thus avoiding unnecessary wrapping and waste of space in the package. It also reduced drying out of the candy. To add to the fudge's good taste, it was decided to fill the chocolate fudge liberally with pecans.

The slab of fudge is wrapped in thick waxed paper for protection from both drying out and excessive moisture. The wrapped slab is placed in a sturdy cardboard box with tapereinforced corners.

A wrapper of hard-finish bristol is around the box to provide corners which tuck in, thus giving the box sufficient packing protection to keep it intact against shaking up. The back of the wrapper is glue-sealed which, added to the close fitting corners, makes an exceptionally tight and strong package.

The cover of the wrapper was designed by an artist who was careful to make it appealing to both buyer and service man. A drawing shows men and women in uniform holding hands around the globe, (see illustrations), and lines are provided for addresses of sender and addressee.

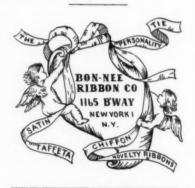
The design is in red and blue on a white background, and immediately makes it evident that this is a servicemen's pack.

Careful forethought leads the company to believe that everything possible has been done to assure safe delivery, but changes may be made if it seems that improvements can be made, after sufficient comment is received from servicemen who get the packages.

Retail price of the package will be about 35c and that price, plus the postage, will not be too great, it is believed, to allow persons to send the packages frequently, if they wish. Since the package will receive the same mail service as letters, the candy should arrive as fresh and palatable as if sent to someone in the States.

#### Package Improvement Predicted

The importance of attractive and modern packaging, in the opinion of George Taffel, head of Taffel Bros., will be tremendously increased after the war as business begins to compete again on an all-out basis for the public's favor. Taffel-Tone, a new ribbon recently introduced, has caused a stir in the confectionery trade because of its lustre, beauty, appeal and durability.





THE MANUFACTURING CONFECTIONER



The man who is not constantly adjusting his viewpoint toward change in his post-war packaging, may be overlooking these three essential points.

- 1. Many new and revolutionary papers and methods have been developed for our war effort.
- 2. At least one of his competitors is probably planning on something better, easier to use - perhaps less expensive.
- 3. Even a slight change in the product, its market or its selling price may call for a complete overhaul of the packaging procedure.

Adjust your sights now. Find out what is being done in essential industries with Riegel's 230 Technical Packaging Papers, and what will be available when restrictions are eased.

## RIEGEL PAPER CORPORATION 342 MADISON AVE. NEW YORK 17, N. Y.

#### CONFECTIONERY BROKERS

#### J. N. ALLEN & CO.

Box 628
RALEIGH, N. C.
Territory: North Carolina

#### JOHN T. BOND & ASSOCIATES

637 S. Wilton Place—Phone: Federal 6028

LOS ANGELES, CALIF.

Territory: Pacific Coast

#### J. J. BOND & COMPANY

1840 Hill Crest—Phone: 7-1800 FORT WORTH 7, TEXAS Territory: Texas

#### H. L. BLACKWELL COMPANY

Emery Way a tSunset Drive
EL PASO, TEXAS
Territory: Tex., N. M. and Arizona

#### CAMERON SALES COMPANY

5701 E. 6th Ave.—Phone: Dexter 0881

DENVER 7, COLORADO

Territory: Col., Utah, Ida., Mont.

Wyo., N. & S. Dak.

#### CARTER & CARTER

Confectionery Mfr's. Agents. Established with Industry since 1901.

SEATTLE, WASHINGTON
91 Connecticut St.—Phone: Main 7852
Territory: Wash., Ore., Utah, Ida., Mont., Nev., Wyo.

#### THE EDWARD M. CERF CO.

740-750 Post Street SAN FRANCISCO 9, CALIF.

Specializing in candy and allied lines; Unexceptionable banking, other references. Manufacturer's accounts respectfully solicited.

#### CHARLES R. COX

508 Wilbor Avenue

HURON, OHIO
Territory: Ohio, Michigan Indiana

#### HARTLEY SALES COMPANY GEORGE W. HARTLEY

742 S. W. Vista Avenue—Phone: ATwater 5800
PORTLAND 5, OREGON
Territory: Oregon and Washington

#### DONALD A. IKELER

2029 E. Main Street KALAMAZOO, MICH.
Territory: Michigan

#### JOS. H. KENWORTH

850 Lake Shore Drive—Phone: Whitehall 4850
CHICAGO 11, ILL.
Territory: Chicago Radius, Milwaukee, also

Territory: Chicago Radius, Milwaukee, also contacts in Minneapolis, St. Louis, Detroit. 25 years in above territory.

#### HARRY LYNN

Candy Manufacturers' Representative
1511 Hyde Park Blvd.
CHICAGO 15, ILL.
Territory: Chicago, Milwaukee Areas, Ill.,
Ind., S. Wis.

#### PEIFFER FOOD PRODUCTS CO.

Imported and Domestic Candies 104 So. Michigan Avenue Phones: State 3531-32 CHICAGO 3, ILL.

#### WILLIAM H. SMOCK SALES CO.

3816 Stevens Avenue MINNEAPOLIS. MINN.
Territory: Upper Mich., Wis., Minn.,
N. & S. Dak., Neb., Ia.

#### GEORGE R. STEVENSON CO.

302 Terminal Sales Building
SEATTLE WASH.
Territory: Wash., Ore, Ida., Mont.
Over 20 years in this area.

#### N. VAN BRAMER SALES CO.

3844 Huntington Ave.
MINNEAPOLIS, MINNESOTA
Territory: Minn., N. Dak., S. Dak., Ia., Neb.

#### W. A. (BILL) YARBOROUGH

38 Palisades Rd., NW
ATLANTA, GEORGIA
Territory: Ga., Fla., Ala., Miss., Tenn. and Ky.

#### HARRY YOUNGMAN BROKER-AGE COMPANY

2145 Blake Street

DENVER, COLORADO

Territory: Colo., Wyo., Utah, Idaho, Mont.

Pac

eng

give office Pac

Spe ed v

year

sup

Mil

as to

mar

gold

Spe

Pacl

duct

ture

Nav

unde

Con

tinu

that

mon

the

W.P

for .

TI



• The Florasynth Laboratories, Inc., were hosts at a buffet supper at the Drake Hotel in Chicago, on June 19th. Many friends and customers in Chicago and the Mid-Western territory celebrated the opening of the new plant at 600 West Monroe Street of Florasynth, in charge of the Chicago Office, arranged this event. Dr. Alexander Katz, President of the company, showed motion pictures and delivered the running commentary on the cultivation and production of vanilla beans in Mexico. A "movie trip" was taken through the Florasynth Laboratories Plant in New York. Besides Dr. Katz, Messrs. Joseph H. Fein and Charles P. Kramer, Treasurer and Secretary respectively, of the company, attended.

• The Orbis Products Corporation announce the purchase of the chemical plant of the Catalin Corporation of America, Matawan, N. J. The Newark plant will continue production of essential oil derivatives, compounds and insecticides and the grinding of water-soluble gums.

#### Wanted: CANDY PLANT SALES MANAGER

National organization needs sales manager for West Coast candy plant. Prefer executive, experienced in selling chain store buyers. Must know quality, competitive prices for all types candy. Important considerations, Persoality, Ability to Handle Correspondence, Capactry to Follow Through. Preferred age 30-42. Position permanent. Salary open. Members of organization know of this opening. Give age, draft status, education, employment record. Replies held in strict confidence, if desired, may be made through third party. Address Box G-4218 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

#### D. C. AMMONIATED CLEANER

Will Clean Cooking Utensils Sterilizes All Equipment Ideal for Floor Cleaning Packed in 450 lb. Barrels

Prices on Request!
Send for Free Sample

D. C. COOPER COMPANY
Chemicals & Alkali Cleaners

20 EAST 18th ST.

CHICAGO 16, ILLINOIS

 Mr. J. Hoffman Erb has been appointed assistant director of production for the Mid-West District of the Borden Company. Mr. Erb was formerly assistant professor in the dairy technology department of Ohio State University.



#### Sperry Honored by **Packaging Machinery**

Three Sperry Gyroscope Co. engineers were guests at a dinner given in their honor recently by officials, engineers and foremen of Package Machinery Co. Two of the engineers are returning to Sperry in Brooklyn, having worked with P. M. officials for the past year. One of the engineers is remaining indefinitely at P. M. as supervisor of final assembly. Tom Miller, P. M. vice president, acted as toastmaster. Mr. George Mohlman, P. M. president, presented gold wrist watches to the three Sperry engineers as a token of esteem for their cooperation in Package Machinery's war production program in the manufacture of gyro-compasses for the Navy's invasion craft as licensed under Sperry.

#### **Container Situation Bad**

The container situation continues short and is liable to remain that way during the next five months. The Salvage Division of the Forest Products Bureau of W.P.B., is using the radio, newspaper ads and other means to inform the housewives of America the need for brown stock. In spite of much publicity, waste paper drives have fallen short of the mark in securing sufficient supplies and many paper mills are operating on a hand-to-mouth basis. To keep the mills operating, at anything like capacity, waste paper must flow to them at the rate of more than 60,000 tons Confectioner has endeavored to age from time to time, and will be

per month. The Manufacturing present ideas and methods of aiding the paper and container short-

ideas any readers may wish to submit. Candy Clinic (Continued from page 27) CODE 6T44

> Spearmint Chewing Gum-5 sticks 5c

very happy to present further

(Purchased at a news stand, New York, N. Y.)
Appearance of Package: Good.

Wrapper: Paper waxed inside printed in red and green sealed on ends and center

Texture: Good. Flavor: Good.

Remarks: A good piece of gum, well flavored.

#### CODE 6Q44

#### Spearmint Chewing Gum—5c

(Purchased in a railroad depot, New York, N. Y.)

Appearance of Package: Good. Wrapper: Inside wax paper printed green on ends, outside paper band printed green and red. One piece of gum scored in 7 pieces.

Texture: Slightly tough. Flavor: Could be stronger.

Remarks: Suggest more flavor be





## THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



#### HELP WANTED

SUPERINTENDENT FOR FAST GROWING EASTERN CON-CERN. MUST BE QUALIFIED TO TAKE COMPLETE CHARGE OF MANUFACTURING, HANDLE HELP, UNDERSTAND EQUIPMENT, AND HAVE A FULL KNOWLEDGE OF CAN-DY. WE ARE PRODUCING FIVE CENT BARS ON A LARGE SCALE AND A FEW OTHER GOOD ITEMS. SUCCESSFUL APPLICANT WILL BE WELL PAID WITH A BONUS FOR PROVEN ABILITY. WRITE US GIVING YOUR FULL QUALIFI-CATONS AND PAST EXPERI-ENCE FOR THE PAST FIF-TEEN YEARS. ADDRESS G-7447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

WORTHWHILE POSITION, as Assistant to Superintendent, for man who has spent some time in the candy industry. This position offers good post-war opportunities and is open to man who has tact and initiative. State age, experience and salary desired. Address G-7446, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

A SMALL well established progressive N. Y. candy plant is looking for an all around candy maker experienced in all phases of candy making. We have a steady growing business and are now working on post war plans. This is an excellent opportunity for an experienced man who is looking for steady work under the best of conditions. If you are interested drop us a line telling us something about yourself. All replies will be considered strictly confidential. Write full details. Address F-6443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

A WORKING FOREMAN familiar with cream goods hard candies, etc. experienced in the handling of help and production. An excellent opportunity for the right party. State experience, age and availabilty in writing. Address P-6444, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

#### HELP WANTED

CANDY MAKER to produce complete line of high class home made candies for small retail chain in the East. Plant completely equipped with modern machinery and labor saving devices. All around man preferred. State past experiences, salary expected, age, and when available. Address F-64410, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago 6, Ill.

WANT CANDYMAKER also assistant Candymaker. Write to MacFarlane Candy Company, 1845 Alcatraz Ave., Berkeley 3, Calif. Give full details of experience, age, family, etc. Excellent opportunity. We operate a retail chain in the San Francisco Bay Area.

CANDY MAKER experienced in all kinds of Cast Centers, Creams, Marshmallows, Jellies, Caramels, etc. Good opportunity and permanent position. Give full information as to experience, age, salary expected and availability. Address F-64411, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago 6, Ill.

WANTED: CANDY MAKER—All around—to work as plant superintendent in large modern air-conditioned candy plant in Philadelphia. Good salary and excellent opportunity for right man to join up with a live wire organization. Write stating full particulars about past experience, and when available; salary expected and age. Address E-54418, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Illinois.

WORKING SUPERINTENDENT wanted by an old-established manufacturer, located in Ohio. Must have good past record, experienced in all phases of candy making, operate and repair all types of candy making and enrobing machinery. Plant has operated every day full time for past three years. All raw material quotas are good. Excellent opportunity for right man. Good salary and bonus. Write giving full particulars. Address E-54410, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

#### HELP WANTED

ENROBER MAN—Excellent opportunity for right man. With an old established company manufacturing popular bar goods exclusively. Address D-44413, giving full particulars c/o Manufacturing Confectioner, 400 W. Madison St., Chicago 6. Ill.

HELP WANTED: A high class candy maker experienced in caramel work and with production ability, is wanted by a Texas manufacturer of fine candies. A progressive organization that offers a bright future for right man. The man whose position you will fill is assuming other important duties in this organization. Give full particulars, your application will be considered strictly confidential, Adams Candy Company, 709 South Ervay Street, Dallas, Texas.

#### POSITIONS WANTED

CANDY MAKER wants job in wholesale or retail plant. Twenty years experience. Steady position. Over draft age. Address F-6445, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago 6, Ill.

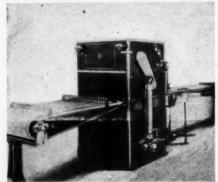
SITUATION WANTED: Production manager in high grade retail store or chain. Can personally produce finest line of chocolates, fudges, and all high grade goods for retail store. Address F-64412, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6. Ill.

POSITION WANTED: Experienced enrober man looking for position. Chicago territory preferred. Address F-6442, c/o The Manufacturing Confectioner, 400 West Madison St., Chicago 6, Ill.

POSITION WANTED — Man experienced in the operation of a retail chain candy factory desires to change position. Over draft age. Thoroughly experienced in the manufacture of all quality candies. Address E-54411, c/o The Manufacturing Confectioner, 400 W. Madison Street, Chicago 6. Ill. POSITION WANTED by Factory

Superintendent. Thirty years practical experience in all lines of candies. Can furnish best of reference. Address E-5442, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

## No Priorities Required on this Used Confectionery Machinery!



24" National Equipment Chocolate Enrober

d

1

ıf

S

d

8

0

il

d

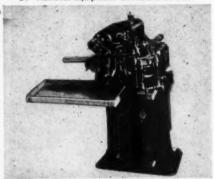
G

il

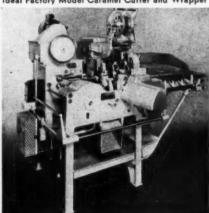
e

11

0



Ideal Factory Model Caramel Cutter and Wrapper



Package Machinery LP-2 Sucker Wrapper



National Continuous Cooker

#### UNION Rebuilt Machinery

#### IMMEDIATE SHIPMENT!

The following select equipment was recently acquired and is still set up in the original location. Every machine was carefully maintained and is in excellent operating condition!

## OFFERED SUBJECT PRIOR SALE! Wire Collect for Prices and Details

- I National Continuous Cooker complete with 2 pre-melting kettles and foot jack
- I Package Machinery Co. Model LP-2 Sucker Wrapper Machine
- I Package Machinery machine for sizing, cutting and wrapping Taffy Suckers
- 1 Racine Sucker Machine, late Model, connected with 2-19' x 40" carrier and cooling machines, motor driven with motor
- I John Werner, Semi-Automatic Ball Machine with 3 sets of cutters, directly motor driven with motor
- 3 Heilman Cocoanut Bon Bon Center Machines with forming parts to make centers %" to 1"
- 2 White 20" Caramel Cutters
- I 100 gallon Steam Jacketed, single action Mixer
- 1 35 gallon Thos. Mills Steam Jacketed Tilting Mixing and Stirring Machine, double action
- 4 6' York Batch Rollers, motor driven with motor
- 1 7' York Batch Roller, motor driven with motor
- 4 Steel Water Cooled Slabs-96" x 36"
- 3 Steel Water Cooled Slabs-48" x 36"
- I Igou Stick Candy Machine with three 18' x 40" tables, also forming rolls of various sizes and cut-off
- 3 Hildreth Pulling Machines, from 3 motor driven with motor
- I Brach Machine, table type, motor driven with motor
- Werner Sizing Machine, table type, motor driven with motor
- I Large Power 6 x 8 Drop Machine with 3 sets of rolls
- 1 16" Enrober Bottoming Attachment
- I Gum Sanding Machine complete with steaming table
- I Circulating Pump with steel tank
- 3 Herald Forced Draft Gas Furnaces

#### SPECIAL OFFERING

Unit consisting of—National Steel Mogul with Continuous Starch Cleaner and Huhn Starch Dryer and Cooler with full conveyor equipment, motor driven.

#### -----EQUIPMENT WANTED!

NOW IS THE TIME when surplus —idle, equipment can do a real fighting job!

WE WILL PAY YOU UNHEARD OF CASH PRICES for a single machine, an entire department or complete plant!

WE WILL PAY YOU MUCH

HIGHER prices today than you have ever been able to get in the past, higher than we may be able to pay you in the future!

WIRE COLLECT or write immediately, giving full information on what equipment you can put back into the production line!

Special High Prices Paid for Revolving pans and Steam-Jacketed Kettles!

Machinery for Every Confectionery Requirement!

#### UNION STANDARD EQUIPMENT CO.

318-322 Lafayette Street

NEW YORK, N. Y.

Cable Address-"Confecmach"



## THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



#### POSITIONS WANTED

POSITION WANTED: Factory foreman or supt.—practical, active all around candy maker with years of experience making chain store items and bar goods. American, over draft age. Wish to make connection with a live progressive firm located in the Chicago area. Prefer one needing a new 5c bar that should sell in the post war period. Address E-5445, c/o The MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES EXECUTIVE DESIRES CHANGE: Will consider sales or general manager opening. Outstanding record during 20 years in sales management and merchandising of all types of confections through direct salesmen. brokers, jobbers as well as department and chain stores. Age 48. Now employed. Inquiries invited. Address E54414, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

#### SALES REPRESENTATIVE

A PROGRESSIVE manufacturer of raw materials for the confectionery industry is interested in having reliable salesmen represent them in the confectionery trade, to sell butter concentrate and coconut oil substitute. Write full details. Address G-7442, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WITH AN EYE toward post-war, 5th Avenue brokerage office successfully representing manufacturers for 30 years, seeks representation of non-competitive items of merit for national distribution or for Metropolitan New York area to jobbers, syndicates, better class retailers and chains. Will consider financing accounts and ware-housing. Address G-7443, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

DO YOU HAVE PRODUCTS for candy manufacturers? I will guarantee volume of sales and can render service for the product. Long experience in the candy industry. Large following. Located Chicago. G-7436, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

#### SALES REPRESENTATIVE

SALES REPRESENTATIVE: Salesmen calling on jobbers and department stores to sell FOUR STAR cola, root beer, chocolate and orange fountain syrups. Bud Candy Co., 208 West St. Clair, Cleveland, Ohio.

SALES REPRESENTATIVES, experienced in selling confectionery items on punch boards to the wholesale candy and tobacco jobbers. Our products are well known and fast repeating. A number of territories still available. Address F-6446, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MANUFACTURER'S REPRESEN-

TATIVE with 20 years experience selling quality lines to the dept. stores, chains, and manufacturing retailers wants additional lines of package goods, specialties, novelties, or combinations in gift form. Large territory covered to permit of making only better contacts. New England, Middle Atlantic States and West to Chicago. Address F-6448, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

CONFECTIONERY LINES or specialties wanted by outstanding representative calling on retail, jobbing and syndicate trade in the state of New Jersey. Will purchase candy outright or will act as state representative on commission basis. Address E-5444, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

#### MISCELLANEOUS

Candy manufacturer wanted, post-war, to fill and pack special novelties manufactured by old established firm. Address F-6449, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

DUE TO FAILING HEALTH, must sell established candy and ice cream store. Lunch counter, cigarettes, to-bacco, school supplies, stationery, cosmetics, etc. 13 years in same location. Address F-64413, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MISCELLANEOUS

#### WE BUY & SELL

**ODD LOTS • OVER RUNS • SURPLUS** 



SHEETS · ROLLS · SHREDDINGS
Collophane rolls in cutter boxes 100 ft. or more
ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Relis

Tying Ribbons-All Colors & Widths Scotch Tape Clear & Colors

#### Diamond "Cellophane" Products

Harry L. Diamond Sales Representative 2902 So. Michigan Ave. Chicago 16, Ill.

FOR SALE-An excellent opportunity for man and wife that understand the candy business to purchase an exclusive retail confectionery store the only home made candy store in town. 30 minutes from Loop on IC south, Soda fountain lunch, 30 ft. bar, home made Ice cream, 5 gal. freezer, 50 gal. hardening cabinet, 60 gal. dispensing cabinet, seating capacity 65. Have a reputation for fine home made candies and ice cream made on the premises. Store 24 x 100 all modern fixtures with Royal Crown leather booths. Work shop well equipped for home made candies. \$5,000.00 will handle the deal. Owner retiring. Poor health. Address Box E-54412, c/o THE MANUFACTURING CONFECTIONER, 400 M. Madison St., Chicago 6, Ill.

WANTED TO BUY: Candy Scrap with or without acid. Address E-5448 c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

FOR SALE—20,000 lb. good clean scrap candy. This scrap has an average of 65 lb. sugar to 35 lb. corn syrup. For further information please address D-4445, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

SMALL CANDY BUSINE'SS, plenty of sugar and corn syrup, peanuts and cocoa. Address G-7448, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

THE MANUFACTURING CONFECTIONER

PACK One machin One a One So ute; 9 power packag Chocol cago 2

MAC Friend dition. Turns dippin F-644 Confe Chicag

> MACI Gall one-30 lon co Co., 20 Ohio. MACI Pac

sucker \$1750 Loom MEC man Buck

MAC Sprin MAC Ros with the B

Table comp etc.; etc. 1 4265,

MAC ple Facto mach Addr TURII

son S

10



## THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



#### MACHINERY FOR SALE

PACKAGING equipment for sale. One Johnson automatic cartoning machine; handles cartons 2x4x6 inches. One air compressor, 2½x2½ inches. One Sealright bag crimper, 60 per minute; 9" jaw. One 7 ft. water cooled, power driven compression unit. Handles packages 4" to 14" long, Address: Cook Chocolate Co., 1000 No. Ogden, Chicago 22, Ill.

MACHINERY FOR SALE: A Friend hand roll machine in good condition. Can be used for retail store. Turns out 96 pieces on board ready for dipping. Holds about 60 lbs. Address F-6447, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE: Fifty Gallon Copper steam jacketed kettle, one-30 gallon glass lined tank, 250 gallon copper bottling tank. Bud Candy Co., 208 W. St. Clair Ave., Cleveland, Ohio.

MACHINERY FOR SALE: One Package Machinery L.P. Type Sucker Wrapping Machine. Wraps Flat Suckers and can be converted for ball suckers. Good condition. Price as is, \$1750.00. Regal Candy Company, 3629 Loomis Place, Chicago, Illinois.

MECHANICAL EQUIPMENT for marshmallow starch drying room. Buck type starch cleaner. Anthony Macaroni & Cracker Co., 818 N. Spring St., Los Angeles 12, Calif.

MACHINERY FOR SALE: Peanut Roaster, practically new, complete with motors and circulating oil feature. Le Blanch Peanut Blancher and Picker Table. Jabez Burns Split Nut Blancher complete with belting, wheels, bearings, etc.; also candy slabs, knives, kettles, etc. H. W. Lay & Company, Inc., Box 4265, Atlanta, Georgia.

MACHINERY FOR SALE: Complete equipment for Bubble Gum Factory including kettles, extruding machinery, wrapping machinery, etc. Address E-5447, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

#### MACHINERY WANTED

WANTED: CANDY MACHIN-ERY. Starch steel or wood "Mogul." Advise price, location, full details. Address G-74444, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: Jr. Ideal Caramel Wrapper, size  $\frac{7}{8}$  x  $\frac{7}{8}$  inches, preferably from Pacific Coast source, must be good operating condition, address G-7445, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED — Copper revolving pans preferably but not necessarily 38"—with or without steam coils. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

MACHINERY WANTED: Two Pop wrapping machines. State Serial number and lowest cash price. School House Candy Company, 296 Charles St., Providence, R. I.

3 foot Cream Ball Beater. Will pay cash. Address D-4442, c/o The MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED — Almond Paste grinder AC current or hand style. Caramel Cooker with agitator. State size. Caramel Wrapper. State size of caramel it wraps. Address D-4444, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED—Brightwood box machine & Whiz volumetric packer. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

MACHINERY WANTED: Senior model Ideal caramel wrappers with sizers attached. Must be in good condition. Address E-5443, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

WANTED—Dayton, Racine or Ball 5 ft. Cream Beater. Advise condition and quote lowest price for cash. Address B-2443, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

#### MACHINERY WANTED

WANTED — One copper kettle approximately 18" across, 10" deep, 34" steel bars—24", 28", 30", 42", 54", 60" long. 14" candy thermometer. Can use other equipment for one-man candy kitchen. Address E-54419, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: URGENTLY WANTED: Copper Coating Pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o The Manufacturing Confectioner, 400 West Madison Street, Chicago, Ill.

WANTED — 75 lb. capacity Candy Pulling Machine. Give price, condition and location. Address D-4448, c/o The Manufacturing Confectionery, 400 W. Madison St., Chicago 6, Ill.

WANTED—Reiche Hollow Mould Outfit with or without moulds, or will buy 2 Elma Fillers and 2 Reiche Tumblers separately. Address D-4449, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED—Secondhand fully automatic mogul. Late type enrober. Schuler Chocolates, Inc., Winona, Minnesota.

WANTED—Will pay cash for Simplex Vacuum Cooker, gas or steam. Also Rost or similar hard candy machine, steam jacketed kettles and other hard candy equipment. Address B-2442, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

1-16" Enrober complete with bottoming attachment and cooling tunnel; 1 3-Roll Chocolate Refiner; 1-Twin or Triple Chocolate Liquor Mill; 1-Bausmann Disc liquor Mill; 1-Rostoplast. Lichtenberg or similar Plastic Hard Candy Machine; 1-Simplex Vacuum Cooker; 1-Hard Candy Batch Spinner, York or roller type; 2-3x8 Metal Slabs. Advise condition, price and where they can be seen. Address C-3448, c/o The Manufacturing Confectioner, 400 W. Madison St., Chicago, Ill.

#### INDEX OF ADVERTISERS

Ambrosia Chocolate Co	June '	44	Johnson Co., H. A.	******	2
Amer, Cyanamid & Chem. Corp		8	Kohnstamm, H., & Company		
American Maize Products o			Kortright, Robert, Co		
Ames Iron Works		34			
Angermeier, T. H. & Co			Long & Co., Inc., James B		
Anheuser Busch, Inc			Lueders, George and Co		
Armour & Co.			Lurient Coffee Co		
Aromanilla Co., Inc.			Lynch Manufacturing Corporation	*******	3
			Magnus, Mabee & Reynard, Inc	May	4
Baker Importing Co			Merckens Chocolate Co., Inc.		
Baker, Walter & Company			Monsanto Chemical Company		
Basic Industries, Inc					
Bassons Dummy Products			National Equipment Company		
Blanke-Baer Exir. & Pres. Co			National Ribbon Corporation		
Bon-Nee Ribbon Corp			National Starch Products Incorporated		
Burrell Belting Company		37	Nulomoline Company, The	May	4
California Almond Growers Exchange	Nov.	43	Oakite Products, Inc.		4
California Fruit Growers Exchange	6, 16,	25			
Carrier Corporation			Package Machinery Company		
Carver, Fred S			Penick and Ford, Ltd., Inc.		
Central Soya Co., Inc.			Pitt & Sons Co., The C. M.		
Chocolate Spraying Company			Polak's Frutal Works, Inc		
Clinton Company, TheBo			Polak & Schwarz, Inc	Apr.	44
Cocoline Products, Inc.			Riegel Paper Corporation		4
	-		Ross and Rowe, Inc.		
Compagnie Duval			Roto-Lith, Ltd.		
Confectionery Brokers					
Cooper, D. C. Co			Savage Bros. Co		
Corn Products Sales Co			Schimmel & Company, Inc		
Council on Candy of the N.C.A.			Schmitt, F. R. & Son		
Crescent Mig. Company			Sealtex Ribbon Co		
Currie Manufacturing Co			Simmons Dairy Products, Ltd		
Curtiss Candy Company	43,	48	Solvay Sales Corporation		
Dawe's Vitamelk Laboratories, Inc		3	Soy Bean Products Company		
Diamond Cellophane Products		52	Speas Company3r	d Cov	7e
Dodge & Olcott Company	June	44	Staley, A. E. Mig. Co		
Domestic Egg Products, Inc.			Standard Synthetics, Inc.		2
Dreyer, P. R., Inc.		27	Stehling, Chas. H., Co		3
Du Pont de Nemours Company (Inc., E. I Dyer & Company, B. W			Sweetnam, Geo. H., Inc.	May	4
			Swift & Co		3
Eppelsheimer & Co			Taffel Bros., Inc.		
Felton Chemical Company, Inc2	nd Cov	ver	Taft, R. C., Co.		
First Machinery Corp		42			
Florasynth Laboratories, Inc.			Triangle Package Machinery Co		
Fritzsche Brothers, Inc.		4	Ungerer & Co		
Gair, Robert Co.	May	'44	Union Standard Equipment Co		5
Gaylord Container Corporation	June	44	Union Starch & Refining Co	Мау	4
General Drug Company		43	Vacuum Candy Equipment Co		2
Greer, J. W. Company	June	44	Van Brode Milling Co		
Handler and Merckens, Inc.	********	10			
Henningsen Bros., Inc.	May	'44	Walker, Chas. C.		
Henle Wax Paper Mig. Co			Warfield Chocolate Co		
Hinde and Dauch			Waverly Sales Corp.		
Hooton Chocolate Co			Werner, John & Sons, Inc	-	
Ideal Wrapping Machine Co			W-E-R Ribbon Corp		
Industrial Gear Mfg. Co.		38	Wood & Selick, Inc.		1

WE MUST SHARE the Apple



The United States Government is taking a large part of our production. We are proportioning the balance among our time-honored customers. Although our present output is ahead of pre-war days, we still cannot fill present demands for our products. We appreciate your patience and understanding and believe you will agree that half an apple is better than none, until we can again have a whole apple apiece.

BUY MORE WAR BONDS

**NUTRL-JEL** 

FOR MAKING JAMS
JELLIES - PRESERVES

CONFECTO-JEL

FOR MAKING BETTER
JELLIED CANDIES

APPLE VINEGAR

& OTHER APPLE PRODUCTS

PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

SPEAS COMPANY

General Offices

Kansas City, Missouri

#### TIME-HONORED PRODUCTS

# CORN SYRUP UNMIXED CONFECTIONERS' STARCHES DEXTROSE (REFINED CORN SUGAR)

QUALITY
UNIFORMITY
DEPENDABILITY

OUR SERVICE DEPARTMENT WILL BE GLAD TO HELP YOU WITH YOUR TECHNICAL PROBLEMS.

## CLINTON COMPANY CLINTON, IOWA

